

Available from Wednesday, October 27, 2010



### **BUSINESS** WEEKLive

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Kent Showground, Detling Wednesday, 10th November 2010, 9.00am - 4.00pm

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#### **Conference Programme**

#### **Opening Address:**

Lord Michael Howard, Baron Howard of Lympne Paul Stannard, MD, Archant KOS Media

#### **Session 1.** 9.30 – 10.00

#### Winning business from the public sector TODAY **Panel discussion**

In the wake of the comprehensive spending review, many businesses will have to review the way in which they trade with the public sector. Public sector procurement covers everything from multi-billion pound orders for aircraft carriers down to contracts to clean the windows of local schools or supply flowers to the town hall. Every government department, local authority, LEA and health trust has

its procurement officers and each has its own buying requirements. **Panel members:** Tim Allen, Group Managing Director, MJ Allen Martin Wragg, Defence Suppliers Service, MOD Jeff Alexander, Head of External Affairs, South East Region, EEF

#### **Session 2.** 10.15 – 10.45

#### Readying investment... how to catch your dragon

Many people have some great ideas; however, translating then into a tangible prospect for business and investors is not always so easy. Come along and hear from Phil Beavan, Portfolio Director for the Innovation and Growth Team and Elizabeth Dolding, Partner and commercial legal expert from Warners Solicitors, about how to attract and secure equity investment into your business... the do's and don'ts, rights

and wrongs... and how to spectacularly cock it up. **Speakers:** Phil Beavan, Portfolio Director, Innovation & Growth Team Elizabeth Dolding, Partner, Warners Solicitors

#### **Session 3.** 11.00 – 11.30

#### Digital Revolution: What's in it for business?

Apps, stats, video, mobile technology, the web – what does it all mean for business? How can we be a part of the digital revolution and what are the implications for businesses. Come and hear from a leading expert, who has over 10 years of exper in this area, as well as working for leading companies such as Lycos Europe Speaker: Johnnie Jensen, Success Engineer, Tmandi

#### **Session 4.** 11.45 – 12.15

#### Tweet, greet and network... is social media like Twitter, Facebook and Linkedin worth the investment?

Despite the tremendous growth of business presences on social media sites, such as Facebook, LinkedIn Twitter etc, there are still many misconceptions about how best to use it. Come and hear from an expert, with many years of experience in this area and dispel some of the myths. Get advice about spending time up front doing analysis, research, goal setting and how having a strategy will make a social media

Speaker: Dan Maudhub, Managing Director, Wonderful Creative Agency

#### **Session 5.** 1.00 - 1.30

#### Win the war for talent - getting the best staff

Despite the prospect of job cuts and redundancies, many sectors are struggling with a real shortage of skilled staff. With the green shoots of economic recovery starting to appear, businesses will have to work harder than ever to retain talent, and understand the best way to recruit such staff initially. Come and hear from a leading **Speaker:** Simon Brown, HR Transformation Deployment Director at the Coca Cola Company. HR expert, who will offer businesses tips and hints on how to achieve this

#### **Session 6.** 1.45 - 2.15

#### Manage and inspire... it doesn't have to be a secret

Books and courses are not a panacea to good management, nor do they guarantee that people will be able to put the theory into practice. Come and hear from a motivational speaker, who has over 20 years experience in operational management, sales, change management, training & coaching, personal and organizational development.

Speaker: Neil Annis, Managing Partner, ThinkGap

#### **Session 7.** 2.30 - 3.00

#### **Global brand marketing strategies for local businesses**

Discover a world of multi-channel marketing opportunities and learn how big global brands maximise mobile apps, digital, print, social networking and PR as interconnected revenue generators. We showcase how local companies can create their own revenue and brand success through a strategic multi-channel campaign quickly, efficiently and effectively.

Speaker: Ben Edwards, Marketing Manager, Page Suite

#### **Session 8.** 3.15 - 3.45

#### The Big Debate - what will be the role of business in the **Big Society?**

David Cameron launched the 'Big Society' to empower communities and said that groups should be able to run post offices, libraries, transport services and shape housing projects. What are the implications of this for businesses and how can they be involved? Come and join a panel session with leading experts from business and social enterprise to hear what they think the future landscape may look like

Panel members: Celia Richards, Director of Communications, Social Enterprise Coalition Johnnie Jenson, Success Engineer, Tmandi Clive Relf, Senior Business and Tax Partner, Reeves & Co LLP



Lord Michael Howard





ovation &



Elizabeth Dolding
Warners Solicitors



<u>Johnnie Jensen</u> Tmandi











Social Enterprise



Clive Relf Reeves & Co LLP

## Leading busines at Kent's essent

IN the wake of the Coalition's pivotal Comprehensive Spending Review, Archant KOS Media has pulled together under one roof the essential tools to help business survival and growth in Kent.

Business Week Live (BWL), will be held at the County Showground, Detling near Maidstone on Wednesday November 10 and is an extension of the Business Week media and the news, videos and blogs of www.businessforkent.co.uk.

Apart from crucial timing just three weeks after the CSR and ahead of what promises to be the tricky year of 2011, Business Week Live offers a line-up of more than 20 carefully chosen speakers, business gurus and panellists who can deliver an integrated programme of skilful guidance, advice and tips for the months and years to come.

This impressive array will open up with one of Kent's best known political figures, also one who is well-qualified to deliver a running report on the Coalition's management of the economy.

He is Michael Howard, one-time Conservative Party leader and the former MP for Folkestone and Hythe

The Tory grandee, who stood down at the May General Election, now sits in the Lords as Baron Howard of Lympne.

He trained as a barrister, but was elected an MP in 1983 and was a minister just four years later, going on to hold the Cabinet posts under Prime Minister John Major including Secretary of State for Employment (1990-1992) and Home Secretary (1993-1997).

In opposition, he was Shadow Foreign Secretary (1997-1999) and Shadow Chancellor of the Exchequer (2001-2003) before attempting to lead his party back into office at the 2005 election - a feat achieved



**OPENING SPEAKER: Lord Michael Howard.** 

this year by his successor as party leader, David Cameron.

The advice will then come thick and fast with a programme of panel discussions and speeches on matters as diverse as: sourcing investment - at a time when the banks are making it tough for small businesses; seeking out the best staff to make the most from your precious wages bill; inspirational management; harnessing new technologies and networking such as Twitter, Facebook and LinkedIn; how business can work within the Big Society envisaged by David Cameron.

Early on in the programme there is even a panel discussion about winning business

#### **Live Business Clinics**

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#### Come and have a FREE 30 minute consultation with Kent Business School!

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Sessions are free throughout the day, however numbers are limited so book your place early!

#### **Live Business**



#### "Is Creativity Go

45 minute Interac role of creativity

Includes 15 Minutes FRI

- What are the benefits creativity in the work
- · How can creative app help develop successf
- Participants will have their own business ne training solutions in co

Workshop starts at 10.45



Issue No 161 Available from Wednesday, October 27, 2010



**WHAT'S ON & WATCH** yourkenttv.co.uk



VANDALISM: Neo-Nazi vandals desecrate ancient church near Ashford. Search 'Church'

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BY **MIKE BENNETT** 

GERMAN train operator Deutsche Bahn will be running daily highspeed services between London and Cologne, Brussels, Amsterdam and Frankfurt by 2013 – but the trains won't be stopping at Ashford International as they race through Kent.

The flagship Intercity 200mph ICE-3 train, operated by the state-run railway, made its maiden run through the Channel Tunnel to St Pancras station last Tuesday.

The firm is planning three daily services taking two hours to Brussels, four to Cologne and Amsterdam, and five to Frankfurt.

However, Ashford passengers hoping for a fast and convenient way to visit several major European cities will be disappointed. The firm says that, as yet, it has no plans to

stop any of the services at the international

Commercial leaders in Ashford and beyond are upset at the potential missed opportunity for the town's businesses.

Mrs Jo James, chief executive of Kent Invicta Chamber of Commerce, said: "The German plan to run a high-speed link to this country is obviously very significant and an encouraging sign for the future of cross-channel communications, be it from the tourism perspective or direct trade links.

"It is very disappointing, however, that the service as envisaged at present does not include serving Ashford International.



"Ashford is a convenient communications hub for much of south east England and already has good trade links with the continent, with many companies operating cross-channel connections, as has been proved by the successful re-instatement of the Eurostar service.

"As the fastest-growing town in the south east, with many overseas companies already in the area and others showing interest in locating here, it does seem that the inclusion of Ashford in the schedule would benefit the

whole area and also enhance the viability of the service from the operator's point of view

But Ashford's Future has said it will fight the town's corner.

Judith Armitt, managing director of Ashford's Future, said: "Ashford has unrivalled connectivity to the capital and Europe and boasts excellent road and rail links, including the highspeed rail service linking the town to London in

**CONTINUED ON PAGE 2** 



#### Great savings on Autumn fashion

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#### **INSIDE** your lifestyle



#### SEE OUR SISTER PAPERS KENT ON SUNDAY AND THE SATURDAY **EDITION FOR ALL THE WEEKEND'S COUNTY NEWS AND SI**

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Saturday 6 November 7 for 7.30pm

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**FARM EQUIPMENT:** Valuable tractors are top of thieves' hit list in rural areas, say insurers

#### Farmers paying the price of rise in rural crime

#### BY **ED HILL**

THERE has been a sharp rise in rural crime this year – with criminal gangs targeting expensive machinery on farms in remote areas.

Tim Price, a spokesman for National Farming Union (NFU) Mutual, said the UK's largest rural insurer has noticed a rise in rural crime and a sharp increase in the theft of tractors and quad bikes.

He said: "For some time we have been seeing rural crime rising, and we have heard from farmers we insure that they were concerned about criminals getting bolder."

Research from NFU Mutual has shown that the top three items stolen in the South East are quad bikes, tractors - particularly those worth more than £50,000 - as well as diesel and heating fuel.

In May, an £8,000 quad bike was stolen from a farm near Woodchurch, along horse equipment worth £2,000.

Other crimes include the increased theft of metal for scrap, along with catalytic convertors being taken from vehicles in rural

locations and puppies being stolen from dog breeders in Bethersden.

A staggering 90 per cent of the NFU agents have reported a rise in rural crime, with 100 per cent of their customers saying they are worried about this issue.

Eighty per cent of farmers believe rural crime in the South East is planned, with 80 per cent of offences being committed by gangs crossing county borders.

Thirty per cent of these offenders are believed to have local knowledge, leaving 50 per cent exploring

areas to find targets.

Mr Price said: "The most common theft is of farm machinery, which nationally cost the farming industry £30 million in 2008, but rose to £42 million in 2009.

"A lot of the machinery is being exported, so for this reason thieves target the South East as it is easier to get to ports there."

NFU Mutual compiled its Rural Crime Survey from claims made through its 300 offices between January and June this year. Chief Superintendent

Jerome, from Kent Police, said: "Every piece of information can help with our investigations. The impact of rural crime is significant and we encourage everyone to report any suspicious activity to

#### Other operators show interest in using Tunnel

CONTINUED FROM FRONT PAGE

just 37 minutes, and direct services to Paris, Brussels and Lille.

We welcome the news other operators are expressing an interest in running high-speed rail services from London to other parts of mainland Europe and have requested a meeting to ensure some services will stop at Ashford."

Meanwhile, Deutsche Bahn is

preparing to set up its new services.

The rolling stock is on order and the company is confident it will get approval to operate from the Channel Tunnel Intergovernmental

To do so it must be approved by safety authorities, and the company completed emergency evacuation tests of 300 volunteer passengers into the escape tunnel under the Channel at the weekend.

At present, the only passenger services through the Channel Tunnel are run by Eurostar. But Eurotunnel, which sells access to train companies, says it has about 50 per cent spare capacity.

Deutsche Bahn says it is committed to introducing high-speed services between London and Germany, and expects them to start by the end of 2013.

#### Pensioner injured as robber takes her bag

A PENSIONER has been attacked in a robbery in Bockhanger Lane in

The incident took place at about

1.30pm on Thursday, October 21. The 78-year-old woman had returned from shopping and was unloading shopping bags from her car, which was parked in her drive.

She was pushed to the ground from

behind and her handbag, containing cash, was pulled from her arm.

The woman sustained bruising to her face and a graze to her hand.

The robber is described as male, dark skinned, 6ft tall, stocky and in his mid-40s. He was wearing a blue hooded anorak.

DI Angie Hobbs said: "I am keen to speak to anyone who may have seen a suspicious man in the area, or has information that will help the investi-

If you know anything about the robbery call police on 01622 690690, and quote crime reference FY/16831/10 or Crimestoppers on 0800 555111.

#### Appeal after £40,000 theft of computers

THIEVES have stolen £40,000 pounds worth of computers from a business premises near Homewood School in Tenterden.

The Apple iMac computers were stolen from the building in Ashford Road on the night of October 16/17.

Two burglars broke into the building. One is thought to have been wearing white trainers and tracksuit bottoms with a white stripe down the leg. The other wore lighter clothing. Both were the same build and height, and they may have at some point been wearing balaclavas.

DC Heather Moore said: "We understand that 40 computers were taken, and it would have taken some time to remove them from the building and load them into a vehicle.

"I am keen to speak to anyone who may have seen suspicious persons or a vehicle in the vicinity of Homewood School during the time frame of this

If you have information that will assist police, call 01622 690690, and quote crime number FY/16625/10.

#### Two arrested after murder of farmer

TWO men from Ashford have been arrested in connection with the murder of a farmer at his home in East

Julian Gardner, 53, suffered multiple injuries after disturbing intruders at the isolated Bush Barn Farm in Robertsbridge on October 11.

It is suspected he may have been crushed between two cars by burglars who had broken into his agricultural machinery and car repair

On October 16, a 40-year-old man from Ashford was arrested in the town and taken to a custody centre in Eastbourne to be interviewed. On Friday, October 22, a 29-year-old was arrested in connection with the case.

Both men have now been bailed until the end of November.

After the attack police found a purnt-out Jeep Cherokee in burnt-out Jeep Sandhurst, Kent, which had been at Mr Gardner's business.

They also found a Land Rover Defender owned by Mr Gardner burned out at Cripps Corner, near Battle.

## Old church vandalised with neo-Nazi graffiti

BY **ED HILL** 

SWASTIKAS and racist slogans have been plastered over an ancient church near Ashford.

St Mary's Church, a preserved ruin next to the picturesque lake on the edge of Eastwell Manor estate, was sprayed with swastikas and antisemitic slogans along with swear words and images of skulls.

Police have been unable to confirm whether the vandalism is the work of a lone fanatic or a larger neo-Nazi

The damage took place some time between October 1 and 15.

The church, just off Lenacre Street, is owned by the Friends of Friendless Churches trust, which looks after formally neglected church buildings.

#### Sad

Its director Mathew Saunders said: "Whoever did this is a pretty sad person. They are trying to draw attention to themselves. They have just chosen a symbol that they knew would horrify the thinking world.

The whole point of preserving the church is because it's meant to be an oasis of peace and quiet. It's really sad that someone feels such anger and has to vent it on an ancient Christian site that has been associated with gentle worship for 700 years."

The damage to the listed building, which is popular with dog-walkers and anglers, will be costly to remove.

Mr Saunders said: "It is very offensive and we will get it removed as soon as possible.

"We have a professional mason looking at it because it has to be removed in a way that does not damage the fabric of the building. We have to remove it completely and there is ancient render that may have to be removed."

The trust recently completed major



VANDALISM: Offensive graffiti painted on St Mary's Church includes Swastikas and skulls

which featured in a book about its work. The grounds are still consecrated and occasional services are carried out at the site in the summer.
Mr Saunders said: "We've just fin-

ished work on the chapel and tower which makes it even more galling. To make a church a canvas for spreading racial hatred is appalling. This is not how we expected to have to allocate our very limited resources."

Police say they are still investigating the tag marks left by the vandals and cannot say if a fascist group or teenagers committed the vandalism.

It is hoped someone might recognize the tags and markings of the graffiti to help police track down those responsible.

DC Matthew Avery from Kent Police said: "All graffiti is vandalism, however, to do this to a church, even if in ruins, is despicable behaviour."

If you know anything about the graffiti, contact police on 01622 690690 and quote crime reference FY/16637/10 or call Crimestoppers anonymously on 0800 555111.

#### Sun on mirror starts house fire

DISASTER was narrowly averted after sunlight focussed by a concave make-up mirror set light to a wicker basket, destroying a bedside cabinet.

Brenda McCormick, 57, of Hawks Way, South Ashford, returned home after her two-hour East Kent Health Walk stroll from Kennington to Victoria Park to hear her smoke alarm sounding. She said: "I had been putting on my

make-up in the spare bedroom using the mirror before going on the organised walk with a friend. I am very safety conscious and it never occurred to me that the sun could cause a fire, especially at this time of

"It was sheer luck that I came home to get ready to go to my parttime job as a receptionist and there is no doubt that I was incredibly lucky. I was unhurt and my home escaped serious damage.

"After I parked my car I could hear the alarm, but there were no neighbours around to be alerted. I opened the door to be faced with dense smoke. It had obviously been smouldering for some time and had destroyed the chest of drawers, all my make-up and singed the walls." Her husband is a long-distance

lorry driver who works away from home all week. She managed to contact him in Hull to break the news and assure him both she and their home were safe.

When alerted, fire crews from Ashford and Charing quickly had the situation under control.

Crew manager Michael Pitney, in

charge at the scene, said: "Incidents like this really do highlight the fact that fire can start when you least expect it. Mrs McCormick was very unlucky to have a fire of this nature, but, fortunately, the outcome was a lot less serious than it could have

"When she realised there was fire in her home she did all the right things, she left her home, called us straight away and gave us all the information we needed for a fast response. She had also fitted a smoke alarm in her home which gives you valuable early warning that fire has started.

Mrs McCormick, said: The firefighters who attended were brilliant and I was very grateful for their assistance and support.'

#### Fears over church builders' waste

AS works gets underway to convert St Mary's Ashford parish church into a multi-use arts centre, adjacent residents are living in fear of fire and further vandalism caused by builders dumping piles of waste material.

Spokesman Jeremy Adby is angry that rubbish removed from the ancient building is being piled up with no respect for the graves.

After catching two men he watched climb the railings and sift through the rubbish piles, he has complained to the Health and Safety Executive and Ashford council asking for action.

He said: "My fear is that items from this building site could be used to damage our homes only yards away. There is also a real fear the piles could be set alight.
"I accept that the work has to be done

but the builders do have a secure compound where the rubbish should be kept until it is removed from the site.

#### Remembrance service moved

CONVERSION work at St Mary's parish church means this year's Remembrance Day service will be held in the Bank Street Centrepiece instead.

Wreath laying and the minutes' silence to remember the fallen will be held as usual at the Memorial Gardens in Church Road at 11am on Sunday,

The service conducted by the Rev Richard Grocott will follow from 11.30am in the Methodist church.

He will be assisted by the Rev Colin Preece from the parish church and pas-tor David Lamb from Ashford Christian Fellowship.





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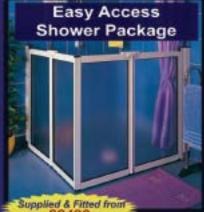
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## Free solar panel scheme to help council cut costs

#### BY MIKE BENNETT

DESPITE the government funding cuts, Ashford council tenants could get free solar panels to help cut their fuel costs.

Ashford council is set to embark on a ground-breaking scheme to reduce its carbon footprint, and agreed to spend £60,000 on consultants for a pilot project.

Members of the executive cabinet agreed to investigate providing council-owned properties with solar panels to reduce tenants' bills and, they hope, provide the council with income from supplying power to the national

It is expected that homeowners could make savings of up to £150 a year from electricity generated from the solar panels, and public buildings could benefit from free electricity during daylight hours. The first panels could be installed and providing power by March

proposal came from the new Environmental Forum, set up to identify practical projects it believes could save the local economy £900,000 a year in electricity costs a year.

By introducing the measures, manager Paul McKenner claims it will reduce both the number of residents in fuel poverty and the carbon footprint of the borough.

Forum chairman and Portfolio holder for environmental services, Cllr Gerry Clarkson, said: "This is a marvellous chance to help reduce people's, and potentially, council bills as we hope to roll out the initiative to other council assets such as the Civic and Stour Centres.'

Housing portfolio holder, Cllr Neil Bell, said: "This is a great opportunity to reduce the borough's carbon footprint, to enhance council housing stock, and help our tenants by reducing utility bills.

"Although we are starting with council housing, we see this as the beginning of a larger programme that can ultimately bring economies to others, such as private householders and local businesses



**SOLAR PANELS:** Tenants could cut their energy costs

The scheme is being generally welcomed by the Green Party.

Spokesman Steve Dawe said: "One of the basic ways in which the public sector might become more efficient, rather than cutting jobs, is to ensure that every council-owned property has renewable energy technology such as solar water heating or solar photovoltaic panels.

"The first will involve spending about £3,000 per typical unit, but will pay for itself in about four years due to high gas prices. Such units are guaranteed for 20 years, but will probably last longer.

"Solar PV is more expensive per panel

(£1,000 to 2,000) but will pay for itself in 10 years or so if the current Government maintains the feed-in tariff at its current level. Solar PV is also becoming cheaper all the time, thanks to economies of scale

"Combined with good insulation, every council property can cut energy use, reduce dampness and could even become a net electricity contributor if enough Solar PV panels

#### Plant trees to brighten your area

BRIGHTEN up Ashford borough and improve the environment this autumn by planting a free tree.

The Kent free tree scheme offers individuals and organisations up to 25 native trees each, free of charge. All you have to do is collect them, plant them and care for them as they grow.

The trees are available for use in gardens, schools, village greens, allotments or local open spaces and include beech, cherry, field maple, hawthorn, hazel, holly, and mountain ash.

It is easy to apply for your free trees, and make your personal contribution to the local environment, as 25 trees can absorb up to 7 tonnes of CO2 in their life-

The trees are two- to three-year-old 'whips', typically up to a metre tall. Twenty-five trees will easily pack into a bin bag and fit into the boot of a car. They can be planted as single trees or used to create a woodland copse or hedgerow.

Cllr Gerry Clarkson, Ashford council portfolio holder for environmental services is urging people in Ashford to snap up the trees before they all go.

He said: "The scheme is brilliant. I

would thoroughly recommend it. Trees can add warmth to gardens, community grounds and open spaces. They make a beautiful backdrop, are vital for wildlife, and also help reduce carbon levels.

"I'm also a firm believer in planting home-grown native species whenever possible, which is another reason why I think this scheme is so worthwhile."

Closing date for applications is October

yourashford **NEWS** IN BRIEF

#### Wine's boost to hospice

TENTERDEN Vineyards Demelza Hospice Care for children with a unique sparkling wine created to help raise cash for the charity.

Guided by head wine maker Andrew Parley, hospice chief executive Ted Gladdish helped produce Demelza Fizz, the profits of which will go to the charity.

It is based on Chapel Down's award-winning Pinot Reserve 2004 and blended with Pinot Noir dosage to create a fruity pink fizz.

Chapel Down managing director, Frazer Thompson, said: "We are thrilled to be able to work with Demelza. It is an opportunity for us to provide our time and expertise in order to help a fantastic charity."

Demelza provides hospice care for more than 600 children with life-limiting illnesses and their families and relied almost entirely on fundraising and donations to raise the £7 million a year needed to run its services.

#### Ashford's Future unclear

THE prospects for Ashford's Future - the body tasked with spending the district's growth area cash - remain in doubt

At the full council meeting last Thursday, leader Paul Bartlett said: "There is a £40 million investment in Ashford now. With regards to the spending review, it is too early to fully identify the impact of reduced government

funding".

But with a return to more local decision making, he admitted the position of Ashford's Future was still unclear, with a meeting of funding partners planned to re-assess future growth and how money is spent.

#### **Mayor's charity donations**

FOUR local good causes will be getting a cash boost from former Mayor Cllr John Holland's efforts during his year in office.

His Mayor's charity raised a total of £8,630.28, and on Monday, trustees agreed £4,315.14 be donated to Macmillan Nurses, £2,589.08 to Ashford Access, and £863.02 each to Ashford Vale horses for the disabled and Ashford Dart Academy, help-



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#### Wye not take part in junior football?

KEEN young soccer stars in Wye may have to stop playing competitive games unless they can find some more young-sters to join them.

The under-11 Wye Juniors team needs to recruit a few more up-and-coming Rooneys and Lennons so it can continue to field a side in the local league.

"Wye Juniors has a strong history of success over recent years," explained coach Kevin Barlow. "Our under-12s were cup winners and league runners up last year in the Ashford and District Youth Football League and the under-15s gained promotion to Division One of the East Kent Youth Football League.

#### Game

"We only set up the U11 side this year and although we have lots of keen players, we are struggling to field both under 10 and under 11 sides each Saturday.

"At the moment we have a mixture in the under-11s team, but we have decided to play all the under 10s in their correct age group after half term, and that will leave us a bit short of Year 6, under-11 players. I am sure there are plenty of youngsters out there who would enjoy a game — we just need to let them know that we are here."

Wye Juniors FC, which is open to both boys and girls, is an FA Charter Standard club. The youngsters currently train on Friday afternoons and normally play local matches on Saturdays.

Youngsters of all abilities are welcome and the emphasis is on enjoying the game and developing new skills.

For more information contact Kevin on 07860 663697 or email kevin.barlow@kadant.com.

## Ambulance quartet's Mongolian charity epic

#### BY MIKE BENNETT

A WILLESBOROUGH student is back from an epic three-month adventure travelling through some of the most remote regions of the world on a 10,000-mile charity challenge to Mongolia.

Former Friars School, Great Chart, pupil Christian Kortland, 22, from Kennington Road, was joined by a trio of student friends from Reading University for the mad-cap challenge and raised £2,700 for orphan's charity the Christina Noble Foundation and testicular cancer charity Everyman.

After entering the annual Mongol Rally they set off to drive across Europe, through Iran, Kazakhstan, Uzbekistan and Russia and across 400 miles of the baron Gobi desert, towards Mongolia in July in an old ambulance they bought online for £600.

But after 8,600 miles the Ford Transit vehicle started to overheat in Iran, leak oil and diesel in Turkmenistan and lose power in Kazakhstan, and it broke down beyond repair shortly before the Russian border.

Despite efforts to get it repaired and five days push-starting it they appeared to be beaten until another team towed them to a town so they could sell the ambulance for its remaining



**CHALLENGE:** Christian Kortland and three friends travelled 10,000 miles to Mongolia in an ambulance for charity

working parts, and agreed to let them join a team in an even older ambulance to complete the journey.

Sadly this broke down too and both teams ended crossing the finish line in the Mongolian capital Ulan Bator on the back of a tow truck.

Christian, who was nominated as the team recovery expert, said: "It was an experience of a lifetime seeing so many different cultures. The Iranians were the friendliest people we met and we received a warm welcome."

They had planned to donate the ambulance to a local hospital.

"Unfortunately we were forced to leave our ambulance when the head gasket blew. And then disaster struck again when we hitched a lift and the shock absorbers broke and we were forced to travel the final 12 hours on a tiny truck.

"Despite that we saw many fantastic sights and gained much-needed mechanical skills."

Among the sponsors of the team were HolidayExtras with a £300 donation.

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#### **QUESTION** & ANSWER KEITH **TAYLOR**



#### Now did you first get involved in the Green movement?

In 1996, Sainsbury's wanted to build a massive hypermarket smack bang in the centre of Brighton, and it struck me as a truly awful idea. I thought the land could be put to much better use than simply providing yet another place from which to buy baked beans. Certainly the new Labour-controlled council weren't looking after the interests of local people when they failed to direct development towards more human-scale projects. So, with my children as older teenagers, and after earning a living working for myself, I took my first steps into community activism. Working alongside the community, we succeeded in getting Sainsbury's thrown out. I was then invited to join the Green Party and stand as a city councillor in Brighton and Hove – and was subsequently elected in 1999. Since then, things have progressed dramatically; support for Green ideas has grown and the party's membership has increased. Now I'm a Member of the European Parliament, representing 11 million people in the South East of

#### What are the most important environmental issues affecting Kent and the South East?

People in Kent and the South East face a number of environmental challenges. I think the most important are air pollution, a shortage of natural resources, climate change and rising sea levels, and unsustainable, poorly insulated housing. The consequences of the South East being the economic powerhouse of the UK have been too many new roads, too many airport runways and too much overdevelopment in general. I think conservation is a key issue for many people - protecting our natural habitats and wildlife for future generations.

#### Do you think your position in the European Parliament has more influence on environmental issues than if you were an MP in Westminster?

Yes, I think so. It's certainly true that much of the UK's environmental legislation is directly related to EU law. As a member of the European Parliament's fourth largest political grouping, the Greens-EFA Group, I have a real opportunity to influence environmental law - as well as working on policy across a huge range of areas such as GM food, international trade and human rights. Democracy in the EU institutions doesn't always work as well as it should, but when it comes to the environment, joined-up thinking and collective action is crucial.

#### What are your thoughts on the possibility of building a nuclear power station at Dungeness? Locally, some people would welcome the new jobs.

I oppose the idea of a new nuclear facility at Dungeness on the grounds of safety and cost. The Greens have always been clear on this: nuclear is unsafe and incredibly expensive - and certainly not the solution to our energy needs or to climate change. Even aside from the concerns

about the safety and security of nuclear facilities like Dungeness - which evidence has shown are highly justified - the cost of decommissioning and dealing with nuclear waste is breathtaking. We can create more jobs in green industries, but the Government needs to seize the low carbon opportunities now. Just look at the new offshore wind farm at Thanet. We need to see far more investment in those kinds of clean energy proj-

#### Can the conflicts between business and being green be resolved?

Yes, of course – they have to be! The perception that Greens are anti-business is just plain wrong. We want more support for independent traders, small businesses and entrepreneurs. There are so many commercial opportunities in creating a low-carbon economy. We need to work alongside industry and commerce and use regulatory powers effectively to channel investment into the right places. The Green Party has long called for a Green New Deal – a revolutionary investment programme to create millions of new jobs in sectors like renewable energy, energy efficiency and emerging green technologies. The Greens want public money to be used for the good – not to bail out irresponsible bankers and prop up a fundamentally corrupt financial system. We want to create a society that is both fair, with a living wage for all and progressive taxes, and environmentally sus-

Keith Taylor, Green MEP for the south east, spoke to **Ed Hill** about how he became involved with the Greens, the environmental issues affecting the area and what he thinks about a new power station at Dungeness

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THERE will be plenty to do at Courtside Sports Facility in Ashford this half-term, with four days of sports fun for youngsters.

From Monday, to Thursday, October 25-28, a range of activities will be on offer at the Stanhope Road facility, including tennis, football, netball, kwik cricket, athletics and Wii Sports.

There is also some new equipment available for croquet, target games, garden board games and much more.

Courses run from 10am-3pm and are available to children from reception classes up to year six. The cost is £12 a day, but places must be pre-booked to avoid disappointment. To book or for enquiries email emma.knight@ashford.gov.uk or call 01233 896511.

#### Families invited to play area opening

KENNINGTON youngsters are being invited to celebrate their play area's fresh new look at a family fun day next week.

Ashford Council has added three new exciting pavement games to the play area, behind the Bybrook Road flats in Bockhanger, and also spruced up the existing swings and multi-unit.

The new games are colourfully marked out in the area's boundaries, and there are rules boards telling users how to play the games safely.

The family play day will be held at the site on tomorrow from 10am to noon.

site on tomorrow from 10am to noon.
The project has been funded by BIG
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## Camilla to unveil statue honouring heroic WWII pilot

THE Duchess of Cornwall will visit the Battle of Britain Memorial at Capel-le-Ferne next week to unveil a statue of heroic pilot Sir Keith Park.

The royal occasion marks the climax of a series of events to mark the 70th anniversary of Churchills 'The Few' who defended the country against Nazi invasion during the World War Two.

Air Chief Marshal Sir Keith Park commanded the RAF's 11 Group Fighter Command, the squadrons which bore the brunt of the Battle of Britain, and has been credited as one of the men whose leadership and vision helped to deny the Luftwaffe victory.

deny the Luftwaffe victory.

Chief of the Air Staff at the time, Lord Tedder said in 1947: "If ever any one man won the Battle of Britain, (Park) did. I don't believe it is realised how much that one man, with his leadership, his calm judgement and his skill, did to save not only this country, but the world."

The sculpture was commissioned by the Battle of Britain Memorial Trust with the support of donations including from entrepreneur Algy Cluff, who spearheaded the fundraising drive.

The memorial is home to a statue of a lone airman looking out to sea at the centre of a pro-

www.lenleys.co.uk

BY JAMES ALEXANDRE

peller, which is marked out on the ground and can be seen from the air.

The site also features the Sir Christopher Foxley-Norris Memorial Wall, which lists the names of the nearly 3,000 aircrew who took part in the battle, and replica Spitfire and Hurricane fighters.

Chairman of the trust Richard Hunting CBE said: "The bust of Sir Keith Park will be another attraction for visitors and will highlight the work of one man whose efforts helped to defend these shores in 1940.

#### Sculpted

"We are absolutely delighted to be welcoming Her Royal Highness The Duchess of Cornwall to unveil the statue and we hope that members of the public will take this opportunity to visit the memorial."

The bust of Sir Keith has been sculpted by Will Davies, a graduate of City & Guilds of London Art School and who received a craft scholarship from The Queen Elizabeth Scholarship Trust.

The Battle of Britain Memorial Trust recent-



**ROYAL APPOINTMENT:** Camilla, The Duchess of Cornwall will unveil Sir Park's bust at the Battle of Britain Memorial

ly unveiled plans to raise £650,000 to build a new learning centre at the site, with the aim of keeping the memories of The Few alive long after the veterans themselves have passed.

The unveiling by The Duchess on Thursday, October 28, is open to members of the public.



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## A rich online tapestry of history

#### BY **STEVE KNIGHT**

HISTORIC documents containing centuries-old information on Kentish towns have been made available for the first time on the internet.

Developed by technology experts at the National Archives, the interactive Domesday Book contains all the data collected as part of William the Conqueror's great survey of England in 1086.

Visitors to the website can input their postcode and discover the original names and landowners of some of Kent's biggest towns, including Meddestone (Maidstone), Fulchestan (Folkestone) and Favreshant (Faversham). They can also purchase individual pages of the Latin book, along with an English translation, for £2 a time.

English translation, for £2 a time. In addition, the new resource has been tied in with the UK History Photo Finder, which enables visitors to view more than 14,000 photographs taken by J Dixon Scott in the 1920s and 1940s.

"The site enables us to experiment with innovative features that can open up our records in new ways to a wider audience," in handra land to bentions, in historian has a Collisioners are land respectively. It was been been been and a first extension to be the property of the first reading the first reading first reading to the first reading for the first reading first reading for the first reading first reading for the firs

**SCREENSHOT:** The Domesday Book is available to view and download through the National Archives

said technology director David Thomas.

"The Domesday Book is unique. There's nothing else like it in the world from that date. It's one of our oldest records, but thanks to technology we've made all of its rich history available to anyone online.

"It provides a detailed survey for most of the country and tells us a lot about the landlord structure and feudal laws, as well as local ecology, farming, woodland and so on."

local ecology, farming, woodland and so on."
Mr Thomas added: "There's a strong interest in local history and now we can access a

big part of it at the touch of a button. We can also refine our searches if we want to find out all the places with Viking names, all the places named after animals and so on.

"Making the book available online brings it to many more people and makes it much more accessible"

Meanwhile, the accompanying photographs by J Dixon Scott were captured during the course of his tours of the UK.

He took thousands of snapshots of landscapes, towns and people, building a portrait of British life in the inter-war years. The vast collection includes many pictures taken of historic landmarks in Kent, including Chatham Dockyard.

Visit www.nationalarchives.gov.uk/labs.



**GATEWAY:** UK History Photo Finder has J Scott Dixon's inter-war years photos, including Chatham Dockyard, above

#### Olympics to hijack high-speed lines

HIGH-speed train services could be derailed during the 2012 Olympics when organisers of the Games take control of the Kent timetable.

As part of its franchise agreement with the Government, rail operator Southeastern will give up use of the 140mph bullet trains so they can instead be used to ferry spectators between St Pancras, Stratford near the Olympic park, and Ebbsfleet International.

The move could cause severe disruption for other commuters throughout the event as well as hinder Kent's ability to add to the six Olympic and Paralympic teams already signed up to hold pre-Games training camps in the county.

"It seems rather perverse for the Olympic Delivery Authority (ODA) to be able to take the high-speed service over, especially when we already have teams starting to locate in Kent," said North Thanet MP Roger Gale.

The opening ceremony of the London Olympics will take place on July 12, 2012, with the Games starting the following morning and lasting for 17 days. There will then be a 16-day interlude before the 11-day Paralympics begin on August 29.

Southeastern trains will be removed from regular service throughout the course of the Games but a final timetable is not expected until early next year.

Spokesman Jon Hay-Campbell said the rail operator will look to provide passengers with a "reasonable and appropriate" form of compensation in the event that high-speed services in Kent are severely disrupted.

He added: "There is a risk the ODA will want to use all of the trains the whole time the Olympics are on.

"It's the worst-case scenario but if there are no trains at all then we would have to look at if we can provide compensation."

Tunde Olatunji – Kent manager for the rail watchdog Passenger Focus – said: "We have raised the issue of compensation for passengers affected and expect to have further discussions with Southeastern once we know what the new timetable will look like."

#### Otter revival bypasses busy Kent

**RIVERBANK:** But Kent is the

only otter-free English county

KENT has been singled out as the worst place in the UK for otters to thrive.

Blame has been put on the density of devel-

opment and growth in the county, creating too many dangerous road and rail crossings.

That's the claim from the Environment Agency, which has found the once-endangered otter is now found in decent numbers in every English county except Kent.

Otters almost disappeared in the 1970s after pesticides brought their numbers to near extinction levels. With those chemicals now banned, they are thriving once again in rivers across England.

Tom Reid, a technical specialist on the agency's fisheries, recreation and biodiversity team, said: "There is a sugges-

tion there are otters in the River Medway, but the population is so small it is probably not sustainable. But there have been no sightings for three years. We have had no sightings on the River Stour for some time." Mr Reid said movement is the main problem in Kent because of the many road and rail crossings over rivers. Young otters need

to move on to find their own homes, and are being killed en route, he said.

"A solution would be to install safe crossings for otters when new development is taking place. We have fantastic water quality and good fish populations, so there is nothing wrong with the environment, it's just the problems they have reaching these areas."

Jon Bramley, of the Kent Mammal Group, said: "It really is down to having money available to pay for these crossings.

"In some cases it would be quite easy to drill tunnels under roads and put a pipe in. It doesn't disrupt the road, and provides a relatively simply way for otters to

get across.

"But it is down to a lack of finances.
Perhaps it will improve in future, but that is the situation we find ourselves in now."





#### **BREAK TIME**

#### Ashford school is at art of exhibition

THE latest exhibition at The Art Room is by pupils at Ashford School.
Entitled The Great British Seaside

Entitled 'The Great British Seaside Holiday' this exciting selection of GCSE and A level work is currently on display.

Emma Dove from the gallery in North Street says she is delighted to be involved in a joint event with Ashford School.

She said: "Their Art Department prides itself on the high standard of work that is produced throughout all age groups."

The school aims to deliver a rich and varied art education by introducing pupils to many artistic disciplines.

For exhibition information visit www.theartroomashford.co.uk.

#### Pupils have designs on road safety

LOCAL primary pupils are being encouraged to back efforts to reduce traffic speed outside their schools to 20mph or less.

Youngsters aged between three and 13 are being invited to design banners to hang outside their school to raise awareness of the dangers for this year's Road Safety Week in November.

The winning school will receive a giant banner of their design plus 300 high-visibility drawstring bags with the individual winner receiving a personalised Road Safety Week high visibility vest. The campaign is backed by Trudy

The campaign is backed by Trudy Baker and Simon Bailey, owners of Ashford-based school uniform and promotional gift specialists Recognition Express Ashford & The Weald.

## New campaign is bringing student road safety to light

#### BY **ED HILL**

A NEW road campaign was launched at Homewood School in Tenterden recently.

The 'B-Viz' campaign from Kent Highway Services (KHS) is aimed to raise awareness of the benefits of making yourself visible to drivers.

The launch at Homewood targeted 11 to 16 year-olds. The campaign uses the popularity of street dance and urban music to convey the road safety message.

The Time to Shine' dance illustrates the key message that wearing bright and reflective materials during the autumn and winter months could save your life.

Street dancer, Nick Numas and the KHS road safety team will tour many secondary schools in Kent, focusing on districts where most young cyclists and pedestrians have been injured in the past. The number of casualties involving cyclists and pedestrians within this age group remains the highest amongst people of any age for these road user groups in Kent.

As part of the KHS campaign, Nick and the team stage a dance sequence wearing brightly coloured, fluorescent, and reflective materials.

Light will be cut plunging the audience into darkness. At a key point, high-powered headlights are switched on and illuminate the reflective material highlighting the movements of the dancer.

This creates a dynamic feel to the dance and also directs the message to students about the importance of being seen.



MUSICAL MESSAGE: Urban music and street dance will illustrate the key message that wearing bright and refelective materials during the autumn and winter months could potentially save the lives of school children

David Brazier, Kent County Council deputy cabinet member for highways, said. "A combination of clocks going back, shorter daylight and dark clothing always makes pedestrian and cyclists visibility a concern at this time of year. This campaign perfectly illustrates how something as simple as making a decision on what clothing you wear could potentially save your life."

Steve Horton, Kent Highway Services road safety team leader said: "Many school uniforms

are dark, making it very difficult for drivers to see young people when they are near the road. Part of the campaign is to suggest small inexpensive ways to make students more visible and therefore a little safer on the road."

The campaign is targeting outreach activities to over 100 Secondary Schools in Kent. Over a third of schools will be targeted by guest appearances by Nick. All schools will receive a 'B-Viz – Time to Shine' road safety

SEND your schools news and pictures to yourashford@kosmedia.co.uk. You can also upload your video clips of schools events on to www.yourkenttv.co.uk

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#### Don't muck about, what's that smell?

Interesting to read about the plague of flies that has hit villages around the town. It seems very unseasonal... or does it? I wonder if it's a coincidence that the flies have appeared in rural areas at exactly the time farmers have started muck-spreading on their fields?

I somehow doubt it is

Muck spreading now has become a menace in a way that is wasn't years ago. Whatever they spread on fields these days doesn't smell like any manure I've ever smelt. Of course you expect dungy smells in the countryside, but this is something else entirely.

I've had various reports from different people as to what the unearthly smell is. Everything from fish remains to mashed-up waste paper. I'd be interested in hearing from anyone who reads these pages what really constitutes "muck" these days?

Richard Williamson, Ashford



#### There's no power to Farage argument

Chris Huhne said the opposite to what Nigel Farage quotes. He has promised that the lights will not go out on his watch. In actual fact we used seven per cent less electricity in 2009 as in 2005, so with the gas-fired and biomass stations and wind underway, the generating margin is improved.

Farage ought to know that EdF in France is in financial meltdown as its tariffs are unable to support an upgrading or replacement programme for 48 of its 58 reactors. As France is 76 per cent dependent on nuclear electricity quite a few of

its lights will soon go out.

But the real energy problem is the passing of a global peak in oil production last year, which will decimate vehicle and aircraft manufacturing and empty the roads and skies. So electricity requirements will fall further with less need of road and runway lighting.

It will be impossible to run road and air transport on batteries or hydrogen, so building more nuclear is not an answer. Nigel Farage has

#### yourblogger

Why the 7/7 inquest has got Gary Wright questioning health and safety obsessed Britain...

NOTHING can bring back the people who lost their lives in the 7/7 bombings by terrorist extremists.

But what of our firefighters and medics? Those trained men and women who hung back from the wreckage, unable to do their job in case there was another bomb? Or perhaps, refusing to do their job? They are not to blame for the deaths, however, they

are the people who we, in a civilised, first-world society, rely upon to come to our aid.

There is growing evidence that that is not always the case any more in health and safety obsessed Britain and the 7/7 inquest has given new examples.

We in Britain don't criticise our paramedics and firefighters much (not so the police). Because we all have admiration for what they do and most of us could not imagine doing their job, they are guaranteed public support.

For me the most moving evidence at the July 7 inquest so far came from two of the survivors on the Aldgate train. Some of the seriously injured passengers took up to 40 minutes to die, in agony, as they waited in vain for professional help.

One survivor, Steven Desborough, who described his own attempt to help the dying in the wreckage of the carriage which was travelling in front of him, was evidently still frustrated and angered five years on as he told the inquest how Carrie Taylor, 24, died in his arms while he waited for medical aid that took more

The other witness was Michael Henning, a passenger, who expressed frustration at the firefighters he approached, just 150ft away, who were waiting until

they were sure there was no second bomb.

These people have been trained to save ordinary folk, victims who could be any one of us, who believe that someone in uniform will arrive in times of crisis to save them

This saddened me enormously. Surely simple humanity would encourage a firefighter to make their own decision?

Surely when you decide to be a fireman, you know there will be risks but you want to save people? If you'd been off duty and on-board that train, I believe you would have done the right thing.

Surely there will be stories to come in this inquest, which will run into 2011, of firefighters and medics whose humanity made them ignore the health and safety fears of their bosses who just did the right thing?

That right thing might only have been to administer morphine to the fatally wounded and ensure minimum pain in those final minutes.

I could not imagine the cutting free and clearing up after a bad motorway smash and for that alone firefighters and ambulance crews have my admiration.

But I expect them to be heroes too and if people have died in pain as emergency personnel stood only a few yards away, then perhaps they should be ashamed.

If there is a story in your area you think we should be covering contact the news editor, Gareth Arnold, on 01303 817025 or email him on the details above. If you want to be the next Ashford blogger then all you have to do is submit an article to us (of around 550 words) and email it to the editor. And don't forget, for all the latest news and video from your town log-on to www.yourashford.co.uk

not understood the actual problem. John Busby, by email

#### Nigel's thinking needs winds of change

As usual Nigel Farage's thinking on wind power is very selective, inaccurate and/or ill informed, and as for climate change, I suggest that he gets his information from more reliable sources and tells the whole story when quoting the ones he uses.

Wind energy is one of the cleanest, safest and most cost-effective forms of energy available. Offshore is of course more expensive, but the simple answer is to stop opposing onshore wind farms. Of course, it is not perfect, but as part of a total renewables package it's exactly what we need, as has been well established by Denmark. Also, we can build the equivalent capacity as a nuclear power station in wind power far more quickly and far more cheaply onshore.

It has been estimated that the average UK onshore wind farm will pay back the energy used in its manufacture within around six

Throughout its working life, a wind turbine can produce eighty times the amount of energy needed to make it. And most of the metal work can be recycled.

A modern wind turbine is designed to operate for 20+ years and, unlike coal or nuclear power stations, can be quickly dismantled

and the area restored at low financial and environmental cost. Only the concrete bases below ground level would remain.

The UK's transmission system already operates with a significant amount of back-up in order to manage the instantaneous loss of power from large power stations. Coal, gas and nuclear plants can and do suffer from unexpected 'outages' when they must be shut down, often at short notice and sometimes for long periods (Both Kingsnorth and Dungeness have been operating at reduced capacity recently). This is much more difficult to deal with than the variability of wind power, as they operate on a much larger scale. At present levels, variations in the output from wind farms are barely noticeable over and above the normal fluctuations in supply and demand.

Accommodating significant amounts of wind capacity on the electricity system is not likely to pose any major operational challenge This view has been confirmed by the National Grid Company and by a comprehensive report commissioned by the Carbon Trust.

There would be a slight increase in cost as a result of the small amount of back-up required for wind. According to a review of studies carried out by the Sustainable Development Commission, the additional cost of providing 20 per cent of electricity from wind energy by 2020 would be just 0.17p/kWh.

Efficiency/load factor... "At best they run at 26 per cent, which means you can only expect to get 1MW from a 4MW turbine". He must have misunderstood the figures.

Wind turbines in the UK generate, on average, 27 per cent of their theoretical maximum output, as compared to 53 per cent for conventional power stations. This is known as its load (or capacity) factor and is sometimes confused with the amount of time a wind turbine operates for. A typical wind turbine in the UK will, in fact, generate some electricity for 80 to 85 per cent of the time.

Load factor is also sometimes confused with the efficiency of a wind turbine. The efficiency of a conventional generator is the delivered energy expressed as a percentage of the total energy input. As the fuel source, wind is limitless and free and does not emit pollutants, the traditional concept of efficiency is far less relevant. Efficiency is important if the fuel is expensive. Coal and gas power stations are about 36 per cent and 55 per cent efficient respectively.

Wind power delivers around two and a half times as much electricity during periods of high electricity demand, such as in the winter, as during periods of low demand.

Low wind speeds affecting 90 per cent or more of the UK occur in around one hour in every five years during winter. The chance of wind turbines shutting down due to high wind speeds is rare - high winds affecting 40 per cent or more of the UK would occur in around one hour every 10 years.

Onshore wind does not receive government subsidies. Renewable electricity output, from whatever technology, receives a Renewable Obligation payment in acknowledgement of its clean, low carbon output which is paid via consumer bills

Opponents of wind energy seem far less concerned about the larger subsidies given to fossil fuels. According to the New Economics Foundation report, Up In Smoke (2004), industrialised countries (OECD) provided a subsidy of \$73 billion a year to their fossil fuel industries in the 1990s, with a further \$162 billion subsidising fossil fuels in non-OECD countries.

Nuclear power has received huge subsidies over the years and now British taxpayers have to fork out over £70 billion to decommission existing nuclear power stations and deal with toxic wastes.

"During last winter, that coldest of cold snaps, according to official statistics". This statement is rather myopic, as it relates only to the UK and parts of Europe. Taking the world as a whole the temperatures in the spring were above normal. You can check with NASA.

Last time I looked the Bilderberg Conference was a meeting of very rich and powerful people who are not in the habit of broadcasting their agenda, but also apparently have nothing to do with the science of climate change (apart from some of the attendees funding climate change denial). Until it becomes mainstream, peer-reviewed theory, we should not waste our time discussing global cooling.

The people who could have been employed at Dungeness C could very easily be employed in renewable energy. Up to a million such jobs could be created in the UK. It's all been fully costed by the Green Party.

Robin Kinraid, by email

#### The size of the problem is nuclear

I can't believe people are still extolling the virtues of nuclear power. To say the waste is a bit of a problem is an understatement. It is radioactive for 25,000 years and there will be more and more of it as the years go by. Cancer rates amongst the young near the Irish sea are significantly higher than in other areas. Could this be Sellafield do you think? No doubt you would call this a problem too.

In the US only one fifth of the

electricity needs are provided by nuclear generation and already there is 60,000 tons of waste sitting around waiting for safe disposal. Disposal that should have started in 1998, but hasn't even begun. This suggests that no one has come up

with a safe way to dispose of it yet. If you are so keen, you can have the waste stored at a facility near where you live. If it becomes our main source of power we all will.

Geo thermal has not been properly explored. Why bother, when there are so many gullible, illinformed electricity consumers out there who don't know what they are talking about.

Joss Malone, by email

#### Motorists hit with 66% crossing hike

#### BY STEVE KNIGHT

FURIOUS anti-toll campaigners have blasted the Government's decision to increase charges at the Dartford crossing by a staggering 66 per cent.

The Department for Transport (DfT) has said that from 2012, car drivers should pay £2.50 to cross the River Thames - a £1 increase from the current price and £1.50 more than it was just two years ago.

That means tolls will have risen by an incredible 150 per cent in just four years.

Motorists are especially angry about the proposals because they were originally promised the tolls would be scrapped once the cost of building the Queen Elizabeth II bridge was met, which it was seven years ago.

The DfT says the new charges, which are subject to consultation, will help pay for new technology resulting in the removal of the toll

booths and a reduction in the level of congestion and pollution.

But Ian Taylor – Kent spokesman for the Association of British Drivers – was less than impressed with the plan.

"I'm appalled, and that's putting it mildly," he said. "The Government is screwing drivers over even more than it already has been. The crossing has already been paid for, it belongs to us and yet we're still being taxed to use it.
"There's no excuse and I absolutely condemn

this move out of hand."
The Dartford crossing links the M25 across the River Thames and carries about 150,000 vehicles a day.

Under the plans announced as part of last Wednesday's Comprehensive Spending Review, the charges for car drivers could rise from £1.50 to £2 next year, before rising again to £2.50 in 2012.

#### Chancellor targets Dartford tolls in spending review

The DfT also announced it will not be selling the crossing to a private company, signalling a victory for campaigners like local Lib Dem supporter James Willis who opposed the plan

devised by the previous Labour government.

He said: "We're really pleased the crossing will remain in public ownership, but the increase in toll charges is totally ignorant to the promises made by previous governments that it would one day be free.

"There's a debate about the first increase (to £2) because if it leads to a removal of the toll booths then that's a good thing. But there's no justification for the second increase; it's just not right and I will launch a campaign to take direct action against it if I have to."

It is not yet known how the price increase

will affect HGV drivers, who at present pay £2 per crossing for double-axle vehicles and £3.70 for multi-axle vehicles.

#### Scrapped

Natalie Chapman, of the Tunbridge Wells-based Freight Transport Association, said the removal of the toll booths would save firms money in terms of fuel and drivers' hours.

However, she said the price increases may have a negative knock-on effect for

She explained: "The charges are pretty steep to say the least and in the short term it will just be an additional cost in the same way increased fuel prices are. Freight companies will absorb it as much as possible, but the only other way to cope is to pass the cost onto the consumer, who will pay more for goods and services as a result."

Last month Dartford MP Gareth Johnson said he had "secured the death knell" for the toll booths, but admitted motorists may

still be charged to cross the Thames through the use of new technology such as automatic number plate recognition (ANPR).

He admitted this week that he would continue to campaign to get the charges

"But the purpose of the increase is to pay for the £10 million it's going to cost to remove the

"My preferred option is to remove the charges in their entirety, but the Treasury cannot say goodbye to £43m net profit each year, so it's not going to happen.'



## CASH COW: Darford crossing has already paid for itself

#### Target success is not as rosy as KCC makes out, claim opponents

COUNTY Hall chiefs have been accused of being economical with the truth to make the council appear more successful than it really is.

Last week Kent County Council published its Closedown report to demonstrate how staff have either completed or shown good progress in 62 of 63 targets set in 2006, in areas including education, health and the economy

However, opposition members of the Toryrun council say the picture is not quite as rosy as portrayed in the study.

Lib Dem leader Trudy Dean, who

represents Malling Central, said: "We need to be able to learn from these targets, but many are not honest in the way we report them.

"We should be big enough and bold enough to admit when that's the case because we talk KCC up too much.

"We need to be honest with our staff while thanking them when they do an excellent job, which they have done in many cases.

Cllr Dean referred to the Government's new Health Watch scheme – which will give patients more of a say in how local health services are run - as an example of the authority awarding itself undue praise.

But council leader Paul Carter said that

since 2006, more than 1,400 apprentices have started work in the county thanks to the Kent Success Apprenticeship Scheme, and that more than 25 vocational skills centres have been set up. He said other examples of the success were the Kent School Games - which the Government is rolling out nationally - and the Kent

#### Garden of England tag threatened by decline in number of orchards

KENT is in danger of losing its Garden of England reputation as orchard land continues to disappear, writes Steve Knight.

A new report from the Campaign for the Protection of Rural England (CPRE) has highlighted the national worries.

In the last decade the UK has lost 31 per cent of its apple orchard land; in the last 25 years more than half our apple orchards have disappeared.

And it is just as bad in Kent.

Orchard campaign organisation Common Ground said Kent is rapidly losing any reason it had to be called the Garden of

Sue Clifford said: "Natural England has issued recent reports which make for shocking reading if you are in Kent. It found that between 1946 and 2003, a stunning 92 per cent of orchard land disappeared in the county, which is a scary statistic. And from 1999 to 2003, the net loss per year was 1.8 per cent. That is every year, which means it won't be too long before they are all gone.'

Ms Clifford also blames growers for not supplying the apples people buy in supermarkets.
Graeme Willis, local food campaigner for

CPRE, said: "People are taking it for granted that Kent is an apple county, but it isn't any

"Unless people take responsibility in their locality, and say we want more Kent apples then orchards will continue to disappear.

The UK apple season runs from July to March. Many varieties are suitable for short-term storage, making UK apples available for much of the year.



We fly to Rome (Fiumicino). Price correct as at 20 October 2010. Available to book now for travel between 31 October 2010 and 26 March 2011. Variable charges for hold baggage apply and some payment methods attract a handling fee. See website for details

#### Sample the best beers at festival

REAL ale lovers can sample a range of up to 50 specialist beers for £1.95 a pint at the County Hotel.

The hotel's beer festival features the best beer from the UK plus samples from brewers in Italy, Holland, Belgium, America and Sri Lanka.

The festival is on at the County Hotel in Ashford High Street until November 14



**SPOOKY:** Join in Halloween at Godinton House

#### Halloween comes to Godinton House

HISTORIC Godinton House on the edge of Ashford will be the haunt for spooky happenings on Sunday, October 31, when it hosts a pumpkin day from 11am – 4pm.

There will be ghost story sessions in the basement of the ancient home for visitors and much more.

For details call 01233 643854.

## Specialist care for nine tonne Gormley sculpture

#### BY **ED HILL**

EARLY work by Angel of the North creator Antony Gormley that has stood almost anonymously in the Ashford Green Corridor is to be restored.

Maidstone-based quarry company Gallagher Group stepped in to help with the unusual renovation project, when it volunteered specialist staff and equipment to lift and transport a nine tonne, two-piece sculpture from the man-made fishing lake in Singleton, to have it restored in Shropshire.

In its place Gallagher also donated two traditional 'ragstone' boulders of a similar size and shape to the sculpture, carefully selected from its quarry, and placed by the lake for the continued enjoyment of local people.

Ragstone is local to the area and during the Singleton development large pieces of local ragstone were regularly uncovered.

Pat Gallagher, chairman of the Gallagher Group said: "We are delighted to help Kent County Council with the restoration of this internationally important sculpture by providing specialist equipment and managing the tricky task of transportation.

We are also very proud that we are able to



**HEAVY LOAD:** Quarry company Gallagher Group replaced Antony Gormley's sculpture with local ragstone boulders

showcase traditional Kentish ragstone at Singleton for the public to enjoy"

Singleton for the public to enjoy."

Tom La Dell, landscape architect and project manager of the restoration of the sculpture, who also designed the public park at Singleton said about the new boulders: "Like

the Gormley sculpture the ragstone boulders are of a suitable scale and form that will enable them to become part of the character of the area. They will encourage interaction from people as they are extremely tactile and appealing."



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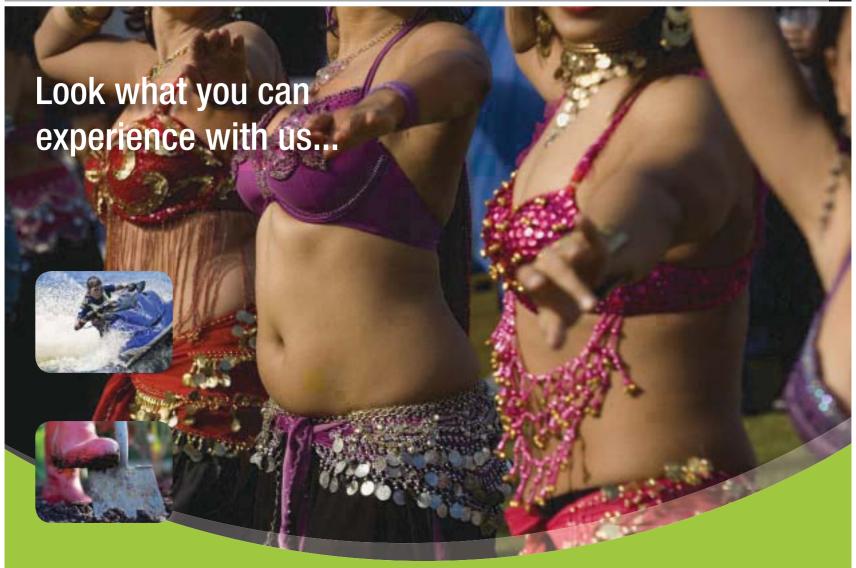


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## Pedal Your Way to 5-a-Day

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Working within the Healthy Schools Curriculum, pupils have a memorable experience learning different ways to eat more fruit and vegetables and to get more exercise.

Our exciting workshops developed in consultation with a panel of health and education professionals, including an expert in nutrition, consist of interactive presentations which are individually tailored to the needs of each class and age range from reception to university students. They contain information on nutrition, exercise, and hydration and conclude with each pupil having the opportunity to pedal a healthy, fresh fruit smoothie on our amazing human powered smoothie-bikes.

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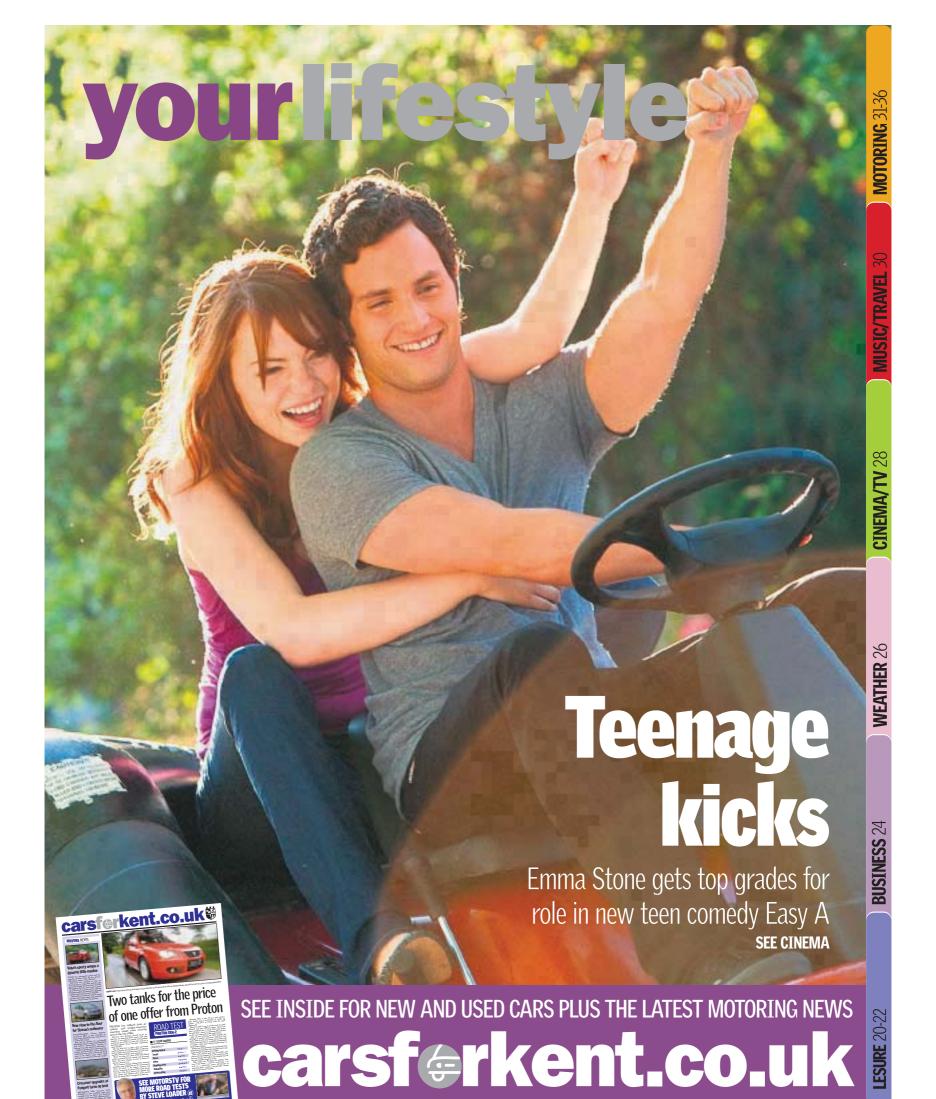


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#### **DAY & NIGHT**

#### Your treasure on show

THE Lupin Garden, a free exhibition of life's significant moments, is taking place at the Harbour Arm Gallery, Margate.

Take along an object that reminds you of a important moment in your life for it to be recorded in the book of memories.

The show is open from 11am to 3pm on Thursdays, 11am to 4.30pm on Saturday and 12pm to 4.30pm on Sundays.

#### Fancy dress and film

KENT County Cricket Club holds a Fireworks Extravaganza at the St Lawrence Ground, Canterbury, at 5.30pm on Saturday, October 30.
Ghostbusters will be screened at 6pm,

with a fancy dress competition in the interval. Fireworks begin at 8.20pm and there will be a funfair and refreshments.

Tickets are £10 for adults, £5 for under 16s, and a family ticket is £25 from www.kentccc.com or call 01227 456886.

#### Collectables for sale

A COLLECTORS fair takes place in Margate on Sunday, November 20.

Stamps, postcards, playing cards, militaria, coins, cigarette cards, books, and small collectables will be amongst the stalls at the Union Church, Union Crescent from 10am to 3pm.

Entry is free. Call 01843 862707 for more information.

#### **Bonfire celebrations**

The Acol Village Hall committee holds its Bonfire and Firework display on the recreation field on Friday, November 5.

Gates open at 6.30pm with the fireworks starting at 7pm. Entry is £3 for adults, £2 for children and free for under fives. Pproceeds go to the Acol Village

Hall committee.
For details call 01843 847705/840901.

#### **Funfair and fireworks**

A FIREWORKS display will be held in Broadstairs on Friday, November 5.

There will be music from the Jeff Miller Band at the Bandstand at 6pm, a family disco at 8pm at The Pavilion and a funfair in Victoria Gardens from 5.30pm to 9pm. The fireworks start at 8pm. Details at www.broadstairs5th novevent.org.uk or call 07964 962155.

#### **Brit-flick film screening**

THE Gulbenkian Cinema and Café will be screening Made in Dagenham from Friday, October 29 to November 4.
The film tells of the 1968 protest at the

Ford plant in Dagenham, when the female workers who made car seats protested against sexual discrimination.

Screenings run until to November 4. Book at www.kent.ac.uk/gulbenkian or on 01227 769075.

#### Local produce market

DEAL farmers market takes place every Wednesday in the town hall.

It runs from 9am to 1pm and has stalls packed with local produce and crafts, Asian and African cuisine, free range eggs and meat, plants and herbs.

Call Deal Town Council on 01304 361999 for more information.

## Have you got the music in you?

#### **MUSIC FOR CHANGE, WEEKEND ARTS CENTRE**

From Saturday, November 13, Chaucer Technology School, Canterbury

AN arts and educational charity has announced the launch of its first Weekend Arts Centre in Canterbury for aspiring perform-

Running every Saturday during term time at the Chaucer Technology School, the project will offer everyone between the ages of six and 16 the chance to learn and develop skills in music, singing, song-writing, dancing, story-telling, drama and drumming.

Under the Music for Change banner, it will be taught by a combination of local talent and internationally acclaimed artists and perform-

It will offer highly exciting, alternative and motivating Saturday morning experiences for young people who are keen to develop their skills

Lucky Moyo and Andrew Matthews will be leading some of the creative sessions.

Lucky has worked as a professional singer, dancer and choreographer and shared stages with the likes of Jimmy Cliff and Peter Gabriel, performed to Nelson Mandela and appeared on programmes such as BBC's Blue Peter and The Jools Holland Show.

With 20 years experience in the trade, his work has taken him all over the world, and he is now an accomplished workshop leader, who believes that the experience of sharing is at the core of each activity.

Lucky's methods highlight how much participants can achieve, both on an individual and group level. His flexible approach to learning has made him an ideal workshop leader, not just in schools, but also in community centres, arts-based training, at conferences and general public workshops.

Lucky is also a member of the UK-based group U Zambezi and continues to do both educational and performance work with the

Andrew, a Kent-based musician, specialises in pop and rock formats, as well as in rap.

He has performed with several bands as singer, guitarist and bass player, and is currently with the Bohemia Ukulele Band.

All abilities will be catered for, as it is personal development and the desire to teach creativity that is at the forefront of this scheme.

The Music for Change Weekend Arts Centre runs for three-hour sessions, from 10am to 1pm on Saturdays. They begin on Saturday, November 13. Each morning session will cost £15, paid in termly instalments.
Artistic director, Nick Williamson, said:

"Music for Change has taken its work and its vision into venues across Kent, the South East and beyond. Now it has the chance to bring



young people to its own premises on a regular basis; making us able to promote continued involvement in the arts and personal growth, whilst fostering a love of music and spreading the joy of engagement with the arts.

Nick was born and educated in Kent before moving to London to continue his studies and pursue a career as a professional musician.

He has worked extensively on tour nationally and internationally and in the West End.

He was the musical director of High School Musical when it visited the Marlowe Theatre, Canterbury as part of its national tour.

Nick has also worked with a number of educationand development departments.

For more information about the Weekend Arts Centre, please email info@musicfor-change.org or call the office team on 01227

The Music for Change scheme was set up to engage all members of the community, especially children and young people, to help them fulfil their creative potential.

It was formed in 1997 and specialises in educational projects, celebratory events and specifically targeted projects.

It has grown from a fledgling charity to become one of the UK's leading organisations working within the educational and arts sec-





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#### **HADOUKEN!**

Friday, October 29, Brake Hall, the Ashford School



TEENAGERS in Ashford have pulled off a coup by booking a cult band to play at a school.

Hadouken!, a band who

received a huge amount of press at the peak of the much-hyped new rave movement, will play at the Ashford School's Brake Hall to a crowd of up to 500.

The gig has been organised by teenage promoters, Intimacy Promotions.

The Leeds band, who fuse grime-rapping, electronica and rock to produce a unique sound, are best known for tracks That Boy That Girl, Crank It Up, Turn The Lights Out and Mic Check. Their debut album Music for an Accelerated Culture sold 100,000 copies and the band won the best electronic artist category at the BT Digital Music Awards in 2008.

Intamacy's Joshua Heyburn said: "The band decided to play smaller shows in towns they've rarely or never been to before.

They will be supported by Pocket Lips, and Ashford dubstep act Mr Strong.

The gig is for anyone aged 14 or older. Doors open at 7.30pm.

Tickets cost £15 from www.seetickets.com or www.hadouken.com.



#### **THE DEAD HAND**

Sunday, November 7,

Sarah Thorne Theatre Club, Memorial Theatre, Broadstairs

THE year is 1850. Young, easygoing Arthur Holliday has come to Doncaster for the races, but all the hotel rooms are full.

All, that is, except for one remaining twin room that he'll have to share with a stranger.

It's not until he's agreed to take the room that he discovers his roommate is recently deceased.

Even then, all might be well, if it wasn't for the dead hand.

The production is brought to

the Sarah Thorne Theatre Club by Rumpus Theatre Company, the team behind last year's successful version of Edgar Allen Poe's The Horrific Case of Mr Valdemar.

Rumpus favourites David Martin and Amanda Howard, who appeared in the TV series Band of Gold, join Nicholas Gilbrook in this concoction of horror, lust and black magic.

Tickets for the show cost £10.50 for club members and £12.50 for non members. Book by calling the box office on 0845 2626263 or go online to www.sarahthorne-theatreclub.

Visit www.rumpustheatrecompany.co.uk for additional information on the show.

#### **YOUTH FESTIVAL OF REMEBRANCE**

Saturday, November 13, Leas Cliff Hall, Folkestone

TRIBUTES to the fallen generation will be made at a Youth Festival of Remembrance in Folkestone.

The event is similar to the Royal Albert Hall's Festival of Remembrance, but places an emphasis on young people giving thanks to those who gave their lives fighting for this country. The youth of Folkestone and the Shepway district

will show their respect by dedicating a night to all those who died in conflicts both past and present.

It will also enable them to show support for our armed services serving in Afghanistan.

Money will be raised for the Royal British Legion

Poppy Appeal.

The Festival is run and organised by volunteers and is being sponsored by Folkestone Town Council and The Roger De Hann Charitable Trust, who between them have donated £5,000.

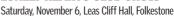
Shepway District Council have enabled the hall to be used free of charge for the day.

Tickets are £7.50 each, and the show starts at

Call the Leas Cliff Hall box office on 0844 847 1776 or book online by visiting www.leascliffhall.org.uk.



#### **LONELY HEARTS CLUB SHOW**





BEATLEMANIA will rear its screaming head when the Lonely Hearts Club Show comes to Folkestone.

The show has hit the road once more, following a fantastic debut tour, thrilling audiences all over the UK and achieving nightly standing ovations.

This stunning note-for-note production brings one of rock and roll's greatest landmark albums back to life in truly breath-taking fashion and features some of the best musicians from the Fab Four's home town of Liverpool.

Expect to hear Being for the Benefit of Mr Kite, Lovely Rita, When I'm 64, With a Little Help from my Friends and of course Sergeant Pepper's Lonely Hearts Club

The production includes a spellbinding new light show, original big screen animations and a host of surprises, making it a must for Beatles fans old and new.

The performance of Sgt Pepper in its entirety will be followed by an hour of Beatles classics live.

Tickets cost £25 each and the show starts at 8pm. £1 from each ticket will go to the Beatles Day Foundation.

Call the Leas Cliff Hall box office on 0844 847 1776 or book online by visiting www.leascliffhall.org.uk.



#### **FREE LUNCHTIME CONCERTS**

Until to Friday, October 29, St Gregory's Centre for Music, Canterbury Christ Church University



Canterbury Christ Church University is offering an exciting series of free lunchtime

concerts as part of Canterbury Festival.

The concerts will include a range of themes from a celebration of Schumann and Brahms, to tributes to the great latin

big bands and take place on weekdays.

The university's director of music,
Professor Grenville Hancox, said: "The university is proud to play such a significant part in the Canterbury Festival."

The festival opened on Saturday, October 16 with a VIP event at the university's library, Augustine House, followed by a concert by the Tchaikovsky Symphony Orchestra of Moscow Radio, in Canterbury Cathedral.

The 30th anniversary of Canterbury Christ Church's media department, will be celebrated on Saturday, October 30. A reception will be followed by screenings and a special This is Your Life review of the department presented by staff, former students and special guests.

Concerts start at 1pm each day.

For further information about the concerts programme call 01227 782244 or go to: www.canterbury.ac.uk/events.



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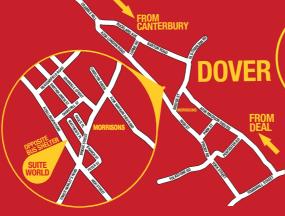


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#### STEVE LOADER

BUSINESS EDITOR TELEPHONE: 01303 817029 EMAIL: steve.loader@kosmedia.co.uk

HAULIER Alan Firmin has taken delivery of a new fleet and donated the sides of a trailer to promote the Kent and Medway Safety Camera Partnership's Cut the Crashes campaign.

Website cutthecrashes.com informs about safe driving practices and free registration enables the download of resources aimed at business road users.

Fleet operations manager Stuart Joyce said: "We have a large numbers of lorries on the roads every day and safety is paramount. We have excellent driver training and on-going assessments for all of our drivers. By donating advertising space to the partnership we can support the partnership in helping reduce crashes and save lives."

SMALL firms in Kent with big ideas on tackling climate change have little more than a week to put themselves forward for the chance to win a Shell Springboard award of up to £40,000. The aim is to highlight the role of small businesses in developing products or services whichcombat climate change.

Shell UK chairman James Smith said: "Small companies in the South East that have great products for tackling climate change can get help to grow with no-strings financial awards from Shell Springboard."

An online application form can be found at www.shellspringboard.org and entries close at 5pm on Friday, November 5.

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## Why everyone has part to play in the Big Society

#### BY **STEVE KNIGHT**

LOCAL businesses have been urged to support the Government's Big Society idea by playing a more active role in community life.

Digital marketing specialist Jonnie Jensen says companies should take a leaf out of their American counterparts' book by organising public events and contributing to good causes, thus raising their profile among potential customers.

Mr Jensen – who owns the Tmandi social media marketing firm – is taking part in a panel discussion on the subject at Archant KOS Media's Business Week Live event on Wednesday, November 10, at the County Showground, Detling, near Maidstone.

He said: "Social responsibility is something of a buzzword but it's an element of people's marketing activity that has become increasingly important. As far as what I think the Big Society should be about, larger companies are already getting involved, such as Tesco giving tokens for books for schools, computers and so on.

"But that needs to start coming down to small

"But that needs to start coming down to small and medium-size businesses too; not because it's a nice thing for them to do but because they need to do something that gets them recognised by their target audience.

"But it needs to be in some way relevant to whatever the company is trying to sell. For example, it's not going to work if you've got a morbidly obese businessman promoting healthy eating or sports in the community."

Prime Minister David Cameron launched the





**GET INVOLVED:** Jonnie Jensen, left, sees David Cameron's Big Society idea as an essential marketing tool for business

Big Society idea in July, saying he wanted to empower communities by allowing residents to have more say in how local decisions are made.

Examples include taking over the running of post offices and libraries, or forming committees to decide on local housing targets.

As well as encouraging greater volunteering and philanthropy, Mr Cameron has also confirmed plans to use funds stuck in dormant bank and building society accounts to enable charities, social enterprises and voluntary groups to take over the running of public services. Mr Jensen reiterated his belief that small

and medium-sized firms should take full advantage of the new strategy.

He said: "I think we are a way down the line from the average guy in the street saying, Yes, I think local businesses should give something back to the community."

"But I've spent a lot of time in America and they organise events like food drives and street cleans all the time. It's not such an alien concept over there, but they don't call it Big Society – they call it clever marketing."

 See story below for more information on Business Week Live, or go to www.businessweeklive.co.uk.

#### Lord Howard agrees to set the agenda

ONE-time Conservative Party leader and former Folkestone and Hythe MP Michael Howard will open the speeches at the inaugural Business Week Live Show on Navember 10.

The Tory grandee, who stood down at the May General Election and now sits in the Lords as Baron Howard of Lympne, can be relied on for a lively view of the coalition's progress under his successor as party leader, David Cameron.

After training as a barrister, he was elected in 1983 and became a minister just four years later, going on to hold Cabinet posts before attempting to lead his party back into office at the 2005 election.

He was renowned as a tough debater and famously clashed on TV with Newsnight's Jeremy Paxman, as well as drawing the quote: "There is something of the night about him" from fellow Kent MP Ann Widdecombe.

And there will be surely be an extra edge to his speech at the show as it falls just three weeks to the day after the new Government's Comprehensive Spending





SPEAKER: Michael Howard

Review. Business Week Live has been created by Archant KOS Media for business owners, entrepreneurs and managers across all sectors and from small to medium enterprises to large private and public organisations and agencies.

It is being staged at the County Showground and Archant KOS Media commercial director Christine Davidson said: "BWL offers true value to attendees at a crucial time in their planning process, post-CSR and prior to the crunch year of 2011. Everyone and every business needs to know where the opportunities will be."

In addition to sourcing suppliers and partners, visitors will get free access to a conference programme and workshop of more than 20 speakers.

Kent Business School is providing a free clinic during the show; companies can book a 30-minute slot with a team comprising MBA students, alumni and academics.

"No hard-pressed firm can really pass up on the chance of brainstorming with such experts when just one good tip could save their company," said Christine.

Other topics include:

- Getting Investment: with Phil Bevean, portfolio director for the Kent and Medway Innovation Team, and Liz Dolding, partner and commercial legal expert from Warners Solicitors.
- Going Digital: with expert Jonnie Jensen, who has 10 years' experience in the sector with companies such as Lycos Furone
- İnspirational Management: Neil Annis has 20 years' experience in operational management, sales, change management, training and coaching, and personal and organisational development.
- Multi-Channel Marketing: specialist Ben Edwards on the benefits for your business and profits.
- The Big Debate: Prime Minister David Cameron's Big Society aims to empower communities. What are the implications for businesses and how can they be involved? Join a panel session with leading experts from local business and social enterprise.

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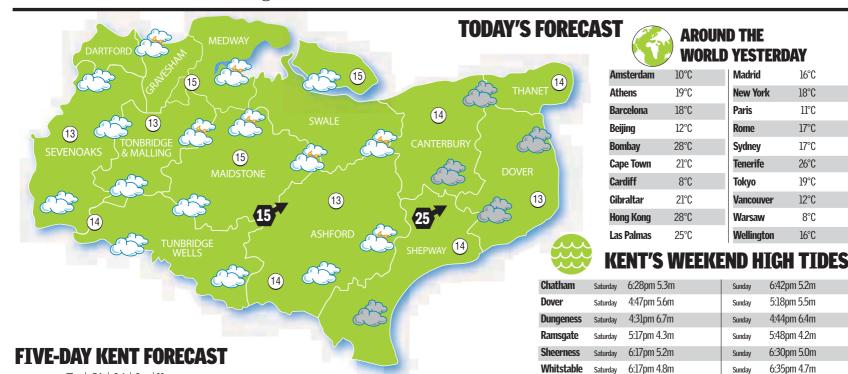
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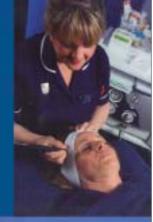
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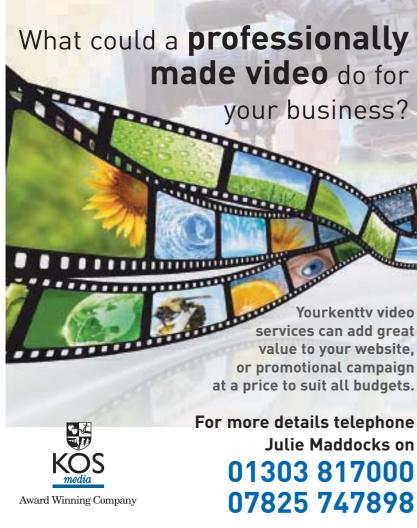
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## Glittering script and strong cast is an easy lesson in teenage angst

#### BY **DAMON SMITH**

EVERY generation has portraits of adolescent angst which perfectly encapsulate the teenage experience in a language that speaks loud and clear to audiences of the era.

In the 1970s it was The Last Picture Show and American Graffiti, while in the 1980s, Fast Times At Ridgemont High, The Breakfast Club, Ferris Bueller's Day Off and Heathers struck a chord.

Clueless, Beautiful Thing and American Pie epitomised the 1990s, and in the noughties, Bring It On, Mean Girls and Juno vied for supremacy.

Now in this brave new decade – the tweenies? - we have Easy A, a delicious tale of girl power inspired by Nathaniel Hawthorne's 19th century classic, The Scarlet Letter.

From its droll opening voiceover rumours of my promiscuity have been greatly exaggerated..." - Will Gluck's film has us in the palm of its hand, rooting for an unconventional heroine who finds the silver lining in a huge, dark cloud system over a pivotal year at high school.

Bert V Royal's script glitters with tart oneliners ("He's not the sharpest Christian in the Bible") and introduces a feisty heroine that should promote Emma Stone from scenestealing support to bona fide leading lady.

Hard-working student Olive (Stone) tells a tiny white lie to best friend Rhiannon (Alyson Michalka) about losing her virginity to a mystery man and classmate Marianne (Amanda Bynes) overhears the confession.

You've made your bed. I hope for your sake that you've cleaned the sheets," sneers Marianne, promptly spreading the salacious news about Olive's promiscuity.

Initially distressed to be the talking point of the entire school, Olive embraces her new lowly reputation for the good of others.

She manufactures a hook-up with classmate Brandon (Dan Byrd) to dispel whispers about



**DELICIOUS TALE:** Amanda Bynes as Marianne (above left) and Emma Stone (above right) who dazzles in the lead role as Olive Penderghast and (below right) Olive with Penn Badgley who plays Todd in this latest adolescent movie, Easy A

him being gay, claims to have bedded an overweight boy who fears he will never get a girlfriend, and confesses to giving Marianne's dimwitted boyfriend Micah (Cam Gigandet) a sexually transmitted disease in order to protect the real culprit: school counsellor Mrs Griffith (Lisa Kudrow), who is married to Olive's favourite teacher (Thomas Haden Church).

Events quickly spiral out of control and as friends turn against her, Olive finds a solitary ally in her old school crush, Woodchuck Todd.

Easy A is a delight, anchored by Stone's

effervescent lead performance that has us giggling to the point of crying then choking back tears by the time the end credits roll.

Supporting cast are equally good, including Bynes as the pious nemesis and Stanley Tucci and Patricia Clarkson as Olive's hip parents Dill and Rosemary (ho ho!), who shower her with love and pithy words of wisdom.

At a brisk 92 minutes, Gluck's film certainly scores top marks for brevity. If anything, we would happily stay in detention with these characters for another 20 minutes.





#### BY **JOE BILL**

NOT since George Galloway uttered the immortal words "do you want me to be the cat?" has television both disgusted and enthralled me so much at the same time.

But The Only Way is Essex, ITV2's new flagship docu-soap, has managed to make viewers attack the screen as well as cheekily add it to Sky plus.

Set in the home county that time forgot, the reality show follows the lives of a group of twenty-somethings looking to make their way in the world, but not before a quick sun bed session.

In similar style to MTV's The Hills, the characters in the show are all real people but the situations they enter are enhanced by producers for the audience's amusement

For example we have Mark, a self



#### YOUR TV REVIEW THE ONLY WAY IS ESSEX: ITV2, 9pm, Friday



**DRAWN IN:** The Only Way is Essex cast are set to become huge reality TV stars

proclaimed 'bird magnet', who likes women. Mark has recently split up flash cars, grooming himself and with Lauren, a hair extension

wearing, orange-skinned, fake breasted, all round classy sort. Fortunately for the cameras, the

pair both unknowingly attend a speed dating event in the Las Vegas of Essex, Brentwood. And of course sparks fly.

So, its obvious the storylines are a set up, and I did begin to think that these people were not real either, that is until I heard the words "do you know what Candy, you should be a politician!" No actor in the world is that good

or that believable.

Aspiring glamour models mingle with "top blokes" in flash cars, with fewer clothes on than I wear in the

The Only Way is Essex is essentially a real life Hollyoaks.

Scarily, I found myself all too engaged as "geezer" Kirk Norcross told his dear old lonely mum to

"stop the dating game, its not wurf

This came moments after he snagged himself a day out at the zoo with lingerie model Amy

As much as one hand was reaching for the remote control and the off button, the other was stopping it in what became an epic struggle of the mind and body.

The accents, the points of view, the strange obsession with looking like something out of Willy Wonka, everything about this programme screams 'don't watch me'.

And yet, as you can see from the tabloids and the national radio, the Essex posse are set to become the latest in a long line of reality stars to reach the heights of red top fame.

My advice is if you haven't seen it, steer clear, and for the rest of us, good luck and I will see you on the other side.



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## Rockaoke with your own band



**ROCKING IT:** Sing karaoke with a live rock band at The Farmhouse in Canterbury

#### BY SIMON ROBINSON

I THOUGHT the days of the at-home, screwball inventor were gone.

Bread has been sliced, the radio has been made wind-able, the toothbrush has been motorised, and the list of groundbreaking gadgets that have propelled us from the dark ages goes on.

Truly, I figured everything that could be invented by a beardy, well-tooled loner in his shed had been created.

That was before one Genius – for he/she most definitely deserves such a title – had the Rockaoke epiphany.

This God among men fused live rock' with 'karaoke', giving amateur exhibitionists the chance to take to the stage alongside a three-piece backing band.

The wannabe frontmen can then grab the mic before belting out a drunken, off-note cover of Bon Jovi's You Give Love A Bad Name. Or any other classic rock track from the hundreds on offer.

This is progress. Forget everything you once knew about karaoke. Those days are over. Consigned to the history books forevermore.

Rockaoke is the future... now. And it's coming to The Farmhouse, Canterbury, this

A spokesman for the venue said: "Come and embrace the immense fun there is to be had by getting up on the Farmhouse stage in front of a real life band and belting out some of your favourite rock'n'roll standards.

"A new monthly night, the music is going to be supplied by local rock legends Electric River, with you in charge of the mic.

"Choose your song on the night, sign up your interest, and get in line for your opportunity to tred the same boards as your musical heroes for the night.

"While this is the first time Electric River are holding a 'rockaoke' we've done plenty of these nights before and they always go off with a bang.

"And as an added bonus, if you make an effort and turn up

#### yourkenttv.co.uk



**BEING POLITE:** Singer Kayleigh Phillips performs her new song The Polite Way



MUSIC FESTIVAL: A montage from this year's Lounge on the Farm



BAND PRACTICE: Zinta Egle and her



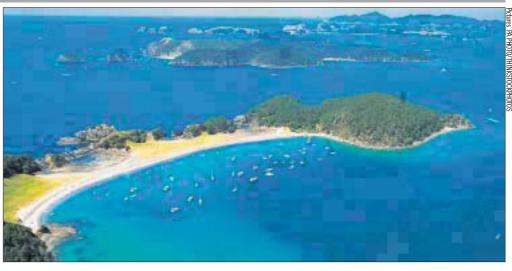
#### TOP FIVE CHART

Craig Sheridan - Times Change (from Deal)
 The Tyrant - That Boy That Girl (from Deal)
 Ron Bowdery - This is Kelpie (New Eltham)
 Luke Jackson - Am I Good Enough For You (from Canterbury)

5 Promise Me Tomorrow - How You Play the Game (from Deal)

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BEAUTIFUL AND HISTORIC: New Zealand's The Bay of Islands and, below right, The Lady Knox Geyser are some of the sights to discover



## Discovering the natural beauty that is New Zealand

#### BY PETER BEAL

THE stretch of brilliant white sand ahead seems endless, as our coach speeds along an unlikely public highway.

Flanked by massive dunes and the crashing breakers of the Tasman Sea, the Ninety Mile Beach which stretches along the coast of New Zealand's North Island is believed to be the world's third longest uninterrupted beach, and a sight of staggering natural beauty.

As we leave a trail of spray in our wake, inside our coach a group of happy and relaxed holidaymakers are looking eagerly out of the windows

After a couple of weeks travelling with Titan HiTours, a company who arrange everything from picking you up from home, to looking after your luggage, these travellers had long since relinquished any feelings of stress.

Sacred to the Maoris, this coastline has a rocky outcrop on Cape Reinga at its northern end marked by a lone gnarled pohutukowa tree. Legend says the spirits of the dead enter the sea here on their way to a spiritual homeland.

We were on the final leg of our 23day journey around New Zealand.

Among many incredible sights is the Bay of Islands, a beautiful and historic part of the country, where in the late 18th century, a young naval lieutenant called James Cook first landed, and gave the inlet its name.

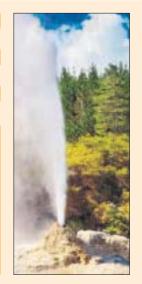
On a summer's evening there are few more enchanting places than the Bay: wooded slopes of more than 150 islands stretch as far as the eye can see across the sparkling blue water.

These days it's hard to believe this was New Zealand's 19th century capital – populated by whaling

#### FACT FILE: NEW 7FAI AND

Time difference	+13 hours (GMT)
Capital	Wellington
Language	English
Population	4,400,000
Currency	New Zealand
Religion	Christianity

Peter Beal was a guest on Titan HiTours' 23-day Best of New Zealand tour, which starts at £3,695 on next availability in April 2011. Package includes VIP home pick-up/return delivery from anywhere in UK, return Air NZ flights ex-Heathrow, travel by first class aircon coaches, 19 nights' hotel accommodation with selected meals, excursions in itinerary, tour manager. Package avail Oct-Dec and Feb-April. Optional excursions incl Ninety Mile Beach trip (£57 pp). Titan reservations: 0800 988 5800 or www.titanhitours.co.uk. For extensions/upgrades contact Tailor-Made Sales on 0800 988 5810.



crews, escaped convicts, traders and rogues. Packed with brothels, grog shops and gambling dens, it was known as the 'Hellhole of the Pacific'

Now quaint shops and tasteful restaurants are the order of the day.

The Bay of Islands may be the jewel in the crown but the rest of the North Island is no less captivating. Much of the Lord of the Rings trilogy was filmed here and the starting point for anyone arriving by the three-hour ferry from the South Island is New Zealand's capital of Wellington

Zealand's capital of Wellington.
From Wellington, we swung north
over the Desert Road and beyond
the peaks of Tongariro National
Park — one of them, Mount
Ngauruhoe, was Mount Doom in

Lord of the Rings.
We then reached the thermal won-

derland at the centre of the island, Lake Taupo. Nearly 1,000 feet deep, it's actually a volcanic crater and the earth's crust between here and Rotorua to the north is so thin that steam and fumes are strong enough to drive the area's own thermal power station.

Of New Zealand's four million population, around a third live in and around vibrant Auckland, the City of Sails, whose iconic skyline dominates one of the world's great harbours. With 2,500 vessels, Westhaven marina is the biggest in the southern hemisphere.

A 15-minute bus journey takes you to the weekend beach play-ground of Mission Bay, where the renowned Fish Pot Cafe boasts the finest fish and chips in the city for around £10. They're probably right.

## carsferkent.co.uk

#### **MOTORS** NEWS



#### Volvo's sporty wagon a dynamic little number

VOLVO has announced prices and the opening of order books for the all-new V60 sports wagon – from  $\pounds 23,145$ .

Deliveries are expected to start in December for a range that includes the powerful 301bhp all-wheel drive £37,895 T6 flagship. But you won't need to spend up to that level to get the sporty add-ons; R-Design models, featuring more dynamic styling and chassis, start at £25,695.

styling and chassis, start at £25,695. Volvo believes it will score with its coupélike lines and wedge shape, while retaining traditional Volvo estate practicality.



#### New stow-in-the-floor for Sharan's makeover

VOLKSWAGEN'S all-new Sharan seven-seat MPV is now available to order from £22,980 for the entry-level S 1.4-litre TSI model.

The line-up includes an eco-friendly BlueMotion diesel version with Stop/Start and battery regeneration systems to enhance economy and lower emissions.

Unlike its predecessor it also has an upto-date stow-in-the-floor system allowing individual seats of the second and third rows to be folded away rather than having to be removed when not needed.



#### Crossover upgrades as Peugeot turns up heat

PEUGEOT'S 3008 crossover (from £16,695) is now available with extra standard kit on Sport and Exclusive models and a more fuel efficient diesel.

Since launch last November, the 3008 Crossover has landed major awards including What Car? Crossover of the Year and Car of the Year 2010. The Sport starts at £17,895, bringing

The Sport starts at £17,895, bringing USB and Bluetooth connection, flat folding passenger seat to increase flexibility, and auto headlamps and wipers.



TANKS A LOT: Proton's green offering, the Ecologic, has two fuel tanks; one for petrol and the other for liquefied petrolum gas (LPG) yet costs the same as a standard petrol GEN-2

## Two tanks for the price of one offer from Proton

PROTON has suffered from an 'elderly' and budget-conscious customer image since arriving here in the late 1980s.

However, the Ecologic should boost its fortunes as motoring thrift comes back into fashion; it has tanks for petrol and liquefied petroleum gas (LPG) yet costs the same as a standard petrol Gen-2 five-door hatchback (from £9,995).

The big deal here is that a gas conversion would normally cost £1,500-2,000, so you save that straight away and then buy the LPG fuel itself for about half the price of petrol.

There are also now some 2,000 LPG filling points up and down the country and 40 across Kent, but let's whisper in case it starts to attract a heavier tax.

To be honest though, hitting LPG converts would be poor judgement by the Government when the drive is for leaner, meaner and greener motoring, because LPG emits 20 per cent less CO2 than petrol and slightly less than diesel and without other toxic nasties that the diesel filter is supposed to pick up.

## ROAD TEST PROTON GEN-2

#### BY STEVE LOADER

STAR QUALITY

Driving appeal	****
Image	****
Space	****
Value	****
Running costs	****
Reliability	****
Green rating	****

Burning LPG is also 50 per cent quieter than diesel and a by-product of crude oil output – UK PLC is awash with the stuff apparently.

However, LPG is up to 15 per cent less fuel efficient and the GEN-2's spare wheel has been sacrificed for a round LPG tank below the boot floor – there is a separate filler for this on the rear wing next to the petrol inlet.

Like all cars running on LPG though, the Ecologic is quieter and more refined in this mode. This is a bit of a bonus since cabin and road noise in the Gen-2 – available as hatchback or saloon – feels more old generation than its sleek looks suggest.

Proton has relied heavily on tried and tested Mitsubishi technology, but acquired Lotus and much-needed chassis nous in 1996.

This is the Gen-2's best side; it handles and rides well and equipment is also generous, but interior design and rather low seating feel off the pace against modern rivals.

This makes the Ecologic the definite best buy of the range – a bit of a no-brainer – as well as a genuinely green alternative to premium-price modern eco-friendly diesels and petrol-electric hybrids.



Wednesday 3 November 6.30pm

Four Wheel Drive Auction

including: Diesel and MPVs

followed by: General Car Auction



#### Entries Invited...

Four Wheel Drive prices are extremely strong at the moment, and with our huge rural data base throughout the South East and 100's of buyers at every sale, there has never been a better time to sell.

We typically offer around 100 4x4's including many of todays most popular models such as Land Rover, Range Rover, Toyota, Mitsubishi etc, as well as a selection of double and single cab 4x4 pick up trucks.

Prices range from £500 - £20,000

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#### **Auctions:**

Every other Thursday at 3.00pm

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Although entries are accepted up to and including the day of the sale, we would strongly advise you, where possible, to book your vehicles in as early as possible, either by phone, email, or our new instant pre-booking service available on the internet, to get maximum coverage.

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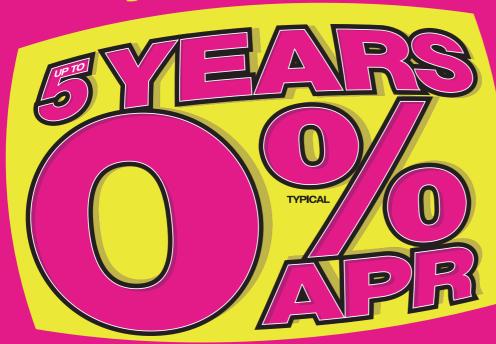
Our professional auctioneers are always available to help with realistic valuations, for reserve prices etc.

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#### 0% APR **Finance**

08 Plate **Ford Ka** 



#### 0% APR **Finance**

02 Plate **Ford Focus** 4dr

Cash Price £3399	Deposit £99	Balance to Finance £3300
First	Final	Total Amo
Instalment	Instalment	Payable
£137.50	£137.50	£339



£137.50 O%APR

#### 0% APR **Finance**

05 Plate Vauxhall Agila

9			
Cash Price	Deposit	Balance to Finance	22 Monthly Payments
£3999	£1199.70	£2799.30	£116.63
First Instalment £116.63	Final Instalment £116.81	Total Amount Payable £3999	O%APR

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56 FORD FOCUS C MAX ESTATE 1.6 ZETEC 5DR NON STANDARD COLOUR, 73533 MILES .07 FORD FOCUS C MAX ESTATE 2.0 ZETEC 5DR AUTO NON STANDARD COLOUR, 13592 MILES .56 FORD FUSION ESTATE 1.6 Z 5DR NON STANDARD COLOUR, 37766 MILES	£739 £499 £449 £779 £569 £1089 £1999 £989 £349 £239
56 FORD FOCUS C MAX ESTATE 1.6 ZETEC SDR NON STANDARD COLOUR, 73593 MILES 07 FORD FOCUS C MAX ESTATE 2.0 ZETEC 5DR AUTO NON STANDARD COLOUR, 13592 MILES 54 FORD FUSION ESTATE 1.6 2 5DR NON STANDARD COLOUR, 37766 MILES 08 FORD KA PETROL HATCHBACK KA STYLE 3 DR HATCHBACK 1.3 STAGE IV MOONDUST SILVER METALLIC, 27155 MILES 59 FORD KA PETROL HATCHBACK KA STYLE 4 3 DR 1.2 69 PS BLUE, 3159 MILES 59 FORD KA PETROL HATCHBACK XIS STYLE 4 3 DR 1.2 69 PS BLUE, 3159 MILES 59 FORD KA PATCHBACK 1.3 ZETEC 70 30R CLIMATE NON STANDARD COLOUR, 30845 MILES  MONDED 55 FORD MONDEO SALOON 2.0 ZETEC 4DR NON STANDARD COLOUR, 94963 MILE 57 FORD MONDEO IDESEL HATCHBACK 2.0 TOCI GHIA 5DR NON STANDARD COLOUR, 37229 MILES 51 FORD MONDEO DIESEL BATCHBACK 2.0 TOCI GHIA 5DR NON STANDARD COLOUR, 77229 MILES 51 FORD MONDEO DIESEL BATCHBACK 2.0 TOCI GHIA 5DR NON STANDARD COLOUR, 77211 MILES 03 VAUXHALL VECTRA 1.8I CLUB 4DR SILVER, 45000 MILES 03 VAUXHALL VECTRA 1.8I CLUB 4DR SILVER, 45000 MILES 04 VOLKSWAGEN POLO 1.4 E 3DR METALLIC - ARTEMIDE GREEN, 29000 MILES 08 CHEYROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR 80 CHEYROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR	£739 £499 £499 £449 £779 £569 \$. £499 £1089 £1999 £349 £249 £229
56 FORD FOCUS C MAX ESTATE 1.6 ZETEC 5DR NON STANDARD COLOUR, 73593 MILES D7 FORD FOCUS C MAX ESTATE 2.0 ZETEC 5DR AUTO NON STANDARD COLOUR, 13592 MILES 54 FORD FUSION ESTATE 1.6 Z 5DR NON STANDARD COLOUR, 37766 MILES 03 FORD FUSION ESTATE 1.6 Z 5DR GREY, 27009 MILES  64 FORD FUSION ESTATE 1.6 Z 5DR GREY, 27009 MILES  65 FORD KA PETROL HATCHBACK KA STYLE 3 DR HATCHBACK 1.3I STAGE IV MOONDUST SILVER METALLIC, 27155 MILES, 59 FORD KA PETROL HATCHBACK STYLE 4 3 DR 1.2 69 PS BLUE, 3159 MILES, 59 FORD KA PATCHBACK 1.3I ZETEC 20 3DR CLIMATE NON STANDARD COLOUR, 30845 MILES  65 FORD MONDEO SALOON 2.0 ZETEC 40R NON STANDARD COLOUR, 94963 MILES 57 FORD MONDEO SALOON 2.0 ZETEC 40R NON STANDARD COLOUR, 37229 MILES 51 FORD MONDEO COLOUR, 37229 MILES 51 FORD MONDEO 1.20 LS 3DR AUTO METALLIC-MACHINE SILVER, 70000 MILES 52 FORD MONDEO 1.20 LS 3DR AUTO METALLIC-MACHINE SILVER, 70000 MILES 51 FORD MONDEO COLOUR, 72011 MILES  03 VAUXHALL VECTRA 1.3I CLUB 4DR SILVER, 45000 MILES WIA CEED 1.6 SR 5DR PEARL-SATURN BIUE, 72344 MILES 04 VOLKSWAGEN POLO 1.4 E 3DR METALLIC - ARTEMIDE GREEN, 29000 MILES 81 KILVER, 30873 MILES 08 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 30873 MILES 08 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR	£739 £499 £499 £449 £779 £569 \$. £499 £1089 £1999 £349 £249 £229
56 FORD FOCUS C MAX ESTATE 1.6 ZETEC 5DR NON STANDARD COLOUR, 73593 MILES 07 FORD FOCUS C MAX ESTATE 2.0 ZETEC 5DR AUTO NON STANDARD COLOUR, 73592 MILES 54 FORD FUSION ESTATE 1.6 2 5DR RON STANDARD COLOUR, 37766 MILES 55 FORD FUSION ESTATE 1.6 2 5DR GREY, 27009 MILES  08 FORD KA PETROL HATCHBACK KA STYLE 3 DR HATCHBACK 1.3I STAGE IV MOONDUST SILVER METALLIC, 27155 MILES, 59 FORD KA PETROL HATCHBACK STYLE 4 3 DR 1.2 69 PS BLUE, 3159 MILES, 59 FORD KA PATCHBACK 1.3I ZETEC 70 3DR CLIMATE NON STANDARD COLOUR, 30845 MILES  55 FORD MONDEO SALOON 2.0 ZETEC 4DR NON STANDARD COLOUR, 94963 MILE 57 FORD MONDEO DIESEL HATCHBACK 2.0 TOCI GHIA 5DR NON STANDARD COLOUR, 37229 MILES, 51 FORD MONDEO DIESEL HATCHBACK 2.0 TOCI GHIA 5DR NON STANDARD COLOUR, 37229 MILES, 51 FORD MONDEO DIESEL ESTATE 2.0 TOCI TITANIUM X SPORT SDR NON STANDARD COLOUR, 72011 MILES  03 VAUXHALL VECTRA 1.8I CLUB 4DR SILVER, 45000 MILES. W KIA CEED 1.6 SR 5DR PEARL-SATURN BLUE, 72344 MILES. 04 VOLKSWAGEN POLO 1.4 E 3DR METALLIC - ARTEMIDE GREEN, 29000 MILES. SILVER, 30873 MILES. 08 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 30873 MILES. 08 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 30845 MILES. 08 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 30844 MILES.	£739 £499 £449 £779 £569 £1089 £1089 £1089 £249 £349 £249 £239
56 FORD FOCUS C MAX ESTATE 1.6 ZETEC 5DR NON STANDARD COLOUR, 73592 MILES OF FORD FOCUS C MAX ESTATE 2.0 ZETEC 5DR AUTO NON STANDARD COLOUR, 13592 MILES  54 FORD FUSION ESTATE 1.6 2 5DR NON STANDARD COLOUR, 37766 MILES 05 FORD FUSION ESTATE 1.6 2 5DR ROND STANDARD COLOUR, 37766 MILES 05 FORD KA PETROL HATCHBACK KA STYLE 3 DR HATCHBACK 1.31 STAGE IV MOONDUST SILVER METALLIC, 27155 MILES 57 FORD KA PETROL HATCHBACK KA STYLE 3 DR HATCHBACK 1.31 STAGE IV MOONDUST SILVER METALLIC, 27155 MILES 59 FORD KA PETROL HATCHBACK X.5 STYLE 3 DR 1.2 69 PS BLUE, 3159 MILES 59 FORD KA PETROL HATCHBACK X.31 ZETEC 703 DR CLIMATE NON STANDARD COLOUR, 30845 MILES  MONDEO 55 FORD MONDEO SALOON 2.0 ZETEC 4DR NON STANDARD COLOUR, 94963 MILES NON STANDARD COLOUR, 37229 MILES 51 FORD MONDEO DIESEL HATCHBACK 2.0 TOLG IGHIA 5DR NON STANDARD COLOUR, 77221 MILES 52 FORD MONDEO DIESEL HATCHBACK 2.0 TOLG IGHIA 5DR NON STANDARD COLOUR, 72011 MILES 03 VAUXHALL VECTRA 1.81 CLUB 4DR SILVER, 45000 MILES W KIA CEED 1.6 SR 5DR PEARL-SATURN BILUE, 72344 MILES 04 VAUXHABORD POLO 1.4 S BOR METALLIC - ARTEMORE GREEN, 29000 MILES 108 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 30873 MILES 08 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 30864 MILES 08 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 30864 MILES 10 SCHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 2014 MILES 10 SCHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 2014 MILES 10 SCHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 2014 MILES 10 SCHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR	£499 £499 £449 £779 £569 \$. £499 £1089 £1089 £249 £249 £239 £399 £399
56 FORD FOCUS C MAX ESTATE 1.0 ZETEC 5DR NON STANDARD COLOUR, 13592 MILES 07 FORD FOCUS C MAX ESTATE 2.0 ZETEC 5DR AUTO NON STANDARD COLOUR, 13592 MILES  54 FORD FUSION ESTATE 1.6 2 5DR NON STANDARD COLOUR, 37766 MILES 03 FORD FUSION ESTATE 1.4 2 5DR GREY, 7000 MILES 05 FORD KA PETROL HATCHBACK KA STYLE 3 DR HATCHBACK 1.3] STAGE IV MOONDUST SILVER METALLIC, 27155 MILES 57 FORD KA PETROL HATCHBACK KA STYLE 3 DR 1.2 69 PS BLUE, 3159 MILES 59 FORD KA PETROL HATCHBACK KA STYLE 3 DR 1.2 69 PS BLUE, 3159 MILES 59 FORD KA PETROL HATCHBACK X.13 ZETEC 70 3DR CLIMATE NON STANDARD COLOUR, 30845 MILES 55 FORD MONDEO SALOON 2.0 ZETEC 4DR NON STANDARD COLOUR, 94963 MILES NON STANDARD COLOUR, 37229 MILES 55 FORD MONDEO DIESEL HATCHBACK 2.0 TOLG INIA 5DR NON STANDARD COLOUR, 77227 MILES 51 FORD MONDEO DIESEL HATCHBACK 2.0 TOLG INIA 5DR NON STANDARD COLOUR, 77221 MILES 52 FORD MONDEO DIESEL SETATE 2.0 TOLT ITANIUM X SPORT 5DR NON STANDARD COLOUR, 72011 MILES 03 VAUXHALL VECTRA 1.3I CLUB 4DR SILVER, 45000 MILES W KIA CEED 1.6 SR 5DR PEARL-STURN BLUE, 72344 MILES 04 VAUXHABORD POLO 1.4 E 3DR METALLIC - ARTEMIDE GREEN, 29000 MILES US CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 30873 MILES 08 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 30874 MILES 08 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 30845 MILES 08 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 2014 MILES 08 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 2014 MILES 08 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 2014 MILES 08 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 2014 MILES 08 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 2014 MILES 08 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR	£499 £449 £449 £779 £569 \$. £499 £1089 £1089 £249 £249 £239 £399 £399
56 FORD FOCUS C MAX ESTATE 1,6 ZETEC 5DR NON STANDARD COLOUR, 73592 MILES  07 FORD FOCUS C MAX ESTATE 2,0 ZETEC 5DR AUTO NON STANDARD COLOUR, 13592 MILES  44 FORD FUSION ESTATE 1.6 2 5DR NON STANDARD COLOUR, 37766 MILES 05 FORD FUSION ESTATE 1.6 2 5DR GREY, 7009 MILES 05 FORD KA PETROL HATCHBACK KA STYLE 3 DR HATCHBACK 1.3I STAGE IV MOONDUST SILVER METALLIC, 27155 MILES. 05 FORD KA PETROL HATCHBACK KA STYLE 3 DR HATCHBACK 1.3I STAGE IV MOONDUST SILVER METALLIC, 27155 MILES. 05 FORD KA PATCHBACK KA STYLE 3 DR 1.2 69 PS BLUE, 3159 MILES. 05 FORD KA PATCHBACK 1.3I ZETEC 70 3DR CLIMATE NON STANDARD COLOUR, 30845 MILES  15 FORD MONDEO DIESEL HATCHBACK 2.0 TOCI GHIA 5DR NON STANDARD COLOUR, 37229 MILES. 15 FORD MONDEO DIESEL HATCHBACK 2.0 TOCI GHIA 5DR NON STANDARD COLOUR, 77227 MILES. 15 FORD MONDEO DIESEL ESTATE 2.0 TOCI TITANIUM X SPORT 5DR NON STANDARD COLOUR, 72011 MILES 03 YAUXHALL VECTRA 1.8I CLUB 4DR SILVER, 45000 MILES. 03 VAUXHALL VECTRA 1.8I CLUB 4DR SILVER, 45000 MILES. 04 VOLKSWAGEN POLO 1.4 E 3DR METALLIC - ARTEMIDE GREEN, 29000 MILES. 08 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 30873 MILES. 08 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 30873 MILES. 09 MISUBISHI LANCER SALOON 1.6 ELEGANCE 4DR AUTO NON STANDARD COLOUR.	£739 £499 £449 £779 £569 \$£499 £1089 £1089 £249 £239 £399 £399 £399 £399
56 FORD FOCUS C MAX ESTATE 1.6 ZETEC SDR NON STANDARD COLOUR, 73593 MILES 07 FORD FOCUS C MAX ESTATE 2.0 ZETEC 5DR AUTO NON STANDARD COLOUR, 73592 MILES 54 FORD FUSION ESTATE 1.6 2 5DR KON STANDARD COLOUR, 37766 MILES 55 FORD FUSION ESTATE 1.6 2 5DR GREY, 27009 MILES 08 FORD KA PETROL HATCHBACK KA STYLE 3 DR HATCHBACK 1.3I STAGE IV MOONDUST SILVER METALLIC, 27155 MILES, 59 FORD KA PETROL HATCHBACK STYLE 4 3 DR 1.2 69 PS BLUE, 3159 MILES, 59 FORD KA PATCHBACK 1.3I ZETEC 70 3DR CLIMATE NON STANDARD COLOUR, 30845 MILES  55 FORD MONDEO SALOON 2.0 ZETEC 4DR NON STANDARD COLOUR, 94963 MILE 57 FORD MONDEO DIESEL HATCHBACK 2.0 TOCI GHIA 5DR NON STANDARD COLOUR, 37229 MILES, 51 FORD MONDEO DIESEL HATCHBACK 2.0 TOCI GHIA 5DR NON STANDARD COLOUR, 72211 MILES 52 FORD MONDEO DIESEL ESTATE 2.0 TOCI TITANIUM X SPORT SDR NON STANDARD COLOUR, 72011 MILES  03 VAUXHALL VECTRA 1.8I CLUB 4DR SILVER, 45000 MILES W KIA CEED 1.6 SR 5DR PEARL-SATURN BLUE, 72344 MILES 04 VOLKSWAGEN POLO 1.4 E 3DR METALLIC - ARTEMIDE GREEN, 29000 MILES SILVER, 30973 MILES 08 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 30973 MILES 08 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 30979 MILES 09 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 30979 MILES 09 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 30979 MILES 09 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 20979 MILES 09 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 20979 MILES 09 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 20979 MILES 09 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 20979 MILES 09 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 20970 MILES 09 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 20970 MILES 09 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 20970 MILES 09 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 20970 MILES 09 CHEVROLET MATIZ HATCHBACK SPECIAL EDIT	£739 £449 £449 £779 £569 £1089 £1999 £349 £239 £399 £399 £399 £399 £399
56 FORD FOCUS C MAX ESTATE 2.0 ZETEC 5DR NON STANDARD COLOUR, 13593 MILES 07 FORD FOCUS C MAX ESTATE 2.0 ZETEC 5DR AUTO NON STANDARD COLOUR, 13592 MILES 54 FORD FUSION ESTATE 1.6 2 5DR NON STANDARD COLOUR, 37766 MILES 03 FORD FUSION ESTATE 1.6 2 5DR NON STANDARD COLOUR, 37766 MILES 03 FORD FUSION ESTATE 1.4 2 5DR GREY, 7000 MILES 05 FORD KA PETROL HATCHBACK KA STYLE 3 DR HATCHBACK 1.3I STAGE IV MOONDUST SILVER METALLIC, 27155 MILES 55 FORD KA PETROL HATCHBACK STYLE + 3 DR 1.2 69 PS BLUE, 3159 MILES 55 FORD KA PETROL HATCHBACK STYLE + 3 DR 1.2 69 PS BLUE, 3159 MILES 55 FORD KA HATCHBACK 1.3I ZETEC 70 3DR CLIMATE NON STANDARD COLOUR, 30845 MILES MONDEO 55 FORD MONDEO SALOON 2.0 ZETEC 4DR NON STANDARD COLOUR, 94963 MILES 75 FORD MONDEO DIESEL HATCHBACK 2.0 TOLO IGHA 5DR NON STANDARD COLOUR, 37229 MILES 51 FORD MONDEO DIESEL SESTATE 2.0 TOLO ITITANIUM X SPORT 5DR NON STANDARD COLOUR, 72011 MILES 03 VAUXHALL VECTRA 1.8I CLUB 4DR SILVER, 45000 MILES 04 VOLKSWAGEN POLO 1.4 S 3DR METALLIC - ARTEMIDE GREEN, 29000 MILES SILVER, 30873 MILES 08 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 30873 MILES 08 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 20970 MILES 08 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 209876 MILES 09 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 209876 MILES 00 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 209876 MILES 00 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 209876 MILES 00 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 209876 MILES 00 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 209876 MILES 00 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 209876 MILES 00 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 209876 MILES 00 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 209876 MILES 00 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 209876 MILES 00 CHEVROLET MATIZ HATCHBACK S	£739 £499 £449 £449 £779 £569 \$. £499 £1089 £249 £239 £399 £399 £399 £399 £399 £49
56 FORD FOCUS C MAX ESTATE 1,6 ZETEC 5DR NON STANDARD COLOUR, 13592 MILES 07 FORD FOCUS C MAX ESTATE 2,0 ZETEC 5DR AUTO NON STANDARD COLOUR, 13592 MILES  54 FORD FUSION ESTATE 1.6 2 5DR NON STANDARD COLOUR, 37766 MILES 55 FORD FUSION ESTATE 1.6 2 5DR GREY, 27009 MILES  64 FORD FUSION ESTATE 1.6 2 5DR GREY, 27009 MILES  65 FORD KA PETROL HATCHBACK KA STYLE 3 DR HATCHBACK 1.3I STAGE IV MOONDUST SILVER METALLIC, 27155 MILES.  65 FORD KA PATCHBACK 1.3I ZETEC 70 3DR CLIMATE NON STANDARD COLOUR, 30845 MILES  65 FORD KA HATCHBACK 1.3I ZETEC 70 3DR CLIMATE NON STANDARD COLOUR, 30845 MILES  65 FORD MONDEO SALOON 2.0 ZETEC 4DR NON STANDARD COLOUR, 94963 MILE ST FORD MONDEO DIESEL HATCHBACK 2.0 TOCI 6HIA 5DR NON STANDARD COLOUR, 37229 MILES  61 FORD MONDEO DIESEL HATCHBACK 2.0 TOCI 6HIA 5DR NON STANDARD COLOUR, 37229 MILES  62 FORD MONDEO DIESEL ESTATE 2.0 TOCI TITANIUM X SPORT 5DR NON STANDARD COLOUR, 72011 MILES  63 VAUXHALL VECTRA 1.8I CLUB 4DR SILVER, 45000 MILES.  64 VOLKSWAGEN POLO 1.4 E 3DR METALLIC - ARTEMIDE GREEN, 29000 MILES.  65 KLEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 30873 MILES  68 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 30864 MILES.  68 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 20807 MILES.  69 MISUBISHI LA NOCED SALON MILES.  69 MISUBISHI LA NOCED SALON MILES.  60 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 20807 MILES.  60 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 20807 MILES.  60 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 20807 MILES.  60 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 20807 MILES.  60 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 20807 MILES.  60 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 20807 MILES.  60 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 20807 MILES.  60 SHERVOLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 2080 MILES.	£739 £449 £449 £449 £779 £569 \$. £449 £1089 £1089 £349 £239 £399 £399 £399 £399 £399 £399
56 FORD FOCUS C MAX ESTATE 1.6 ZETEC 5DR NON STANDARD COLOUR, 13592 MILES 07 FORD FOCUS C MAX ESTATE 2.0 ZETEC 5DR AUTO NON STANDARD COLOUR, 13592 MILES 54 FORD FUSION ESTATE 1.6 Z 5DR NON STANDARD COLOUR, 37766 MILES 55 FORD FUSION ESTATE 1.6 Z 5DR GREY, 27009 MILES 65 FORD KA PETROL HATCHBACK KA STYLE 3 DR HATCHBACK 1.3I STAGE IV MOONDUST SILVER METALLIC, 27155 MILES, 65 FORD KA PETROL HATCHBACK KA STYLE 3 DR 1.2 69 PS BLUE, 3159 MILES, 65 FORD KA PATCHBACK 1.3 ZETEC 72 3DR CLIMATE NON STANDARD COLOUR, 30845 MILES 65 FORD KA MATCHBACK 1.3 ZETEC 72 3DR CLIMATE NON STANDARD COLOUR, 37229 MILES, 65 FORD MONDEO SALOON 2.0 ZETEC 4DR NON STANDARD COLOUR, 94963 MILE 65 FORD MONDEO DIESEL HATCHBACK 2.0 TOCI 6HIA 5DR NON STANDARD COLOUR, 37229 MILES, 65 FORD MONDEO DIESEL ESTATE 2.0 TOCI 1TLANIUM X SPORT 5DR NON STANDARD COLOUR, 72011 MILES 65 FORD MONDEO DIESEL ESTATE 2.0 TOCI 1TLANIUM X SPORT 5DR NON STANDARD COLOUR, 72011 MILES 60 SCHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 30873 MILES IN AUTO METALLIC - ARTEMIDE GREEN, 29000 MILES. 60 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 30873 MILES IN AUTO METALLIC - ARTEMIDE GREEN, 29000 MILES. 60 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 30873 MILES IN AUTO METALLIC - ARTEMIDE GREEN, 29000 MILES. 60 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 2014 MILES 60 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 2014 MILES 60 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 2015 MILES 60 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 2016 MILES 60 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 2016 MILES 61 SABA 9 3 1.8 TLINEAR 2DR METALLIC - GLACIER BLUE, 47226 MILES 65 SAAB 9 3 1.8 TLINEAR 2DR METALLIC - GLACIER BLUE, 47258 MILES 65 SAAB 9 3 1.8 TLINEAR 2DR METALLIC - GLACIER BLUE, 47258 MILES 65 SAAB 9 3 1.8 TLINEAR 2DR METALLIC - GLACIER BLUE, 47258 MILES 65 SAABA 9 3 1.8 TLINEAR 2DR METALLIC - GLACIER BLUE, 47258 MILES	£739 £449 £449 £449 £779 £569 \$. £449 £1089 £1089 £349 £239 £399 £399 £399 £399 £399 £399
55 FORD FOCUS C MAX ESTATE 1.6 ZETEC 5DR NON STANDARD COLOUR, 73593 MILES 07 FORD FOCUS C MAX ESTATE 2.0 ZETEC 5DR AUTO NON STANDARD COLOUR, 13592 MILES 54 FORD FUSION ESTATE 1.6 Z 5DR NON STANDARD COLOUR, 37766 MILES 55 FORD FUSION ESTATE 1.6 Z 5DR GREY, 27009 MILES 65 FORD KA PETROL HATCHBACK KA STYLE 3 DR HATCHBACK 1.3I STAGE IV MOONDUST SILVER METALLIC, 27155 MILES, 55 FORD KA PETROL HATCHBACK STYLE 4 3 DR 1.2 69 PS BLUE, 3159 MILES, 55 FORD KA PATCHBACK 1.3I ZETEC 70 3DR CLIMATE NON STANDARD COLOUR, 30845 MILES 65 FORD MAN HATCHBACK 1.3I ZETEC 70 3DR CLIMATE NON STANDARD COLOUR, 37229 MILES, 61 FORD MONDEO DIESEL HATCHBACK 2.0 TOCI 6HIA 5DR NON STANDARD COLOUR, 37229 MILES, 61 FORD MONDEO DIESEL HATCHBACK 2.0 TOCI 6HIA 5DR NON STANDARD COLOUR, 72211 MILES 61 FORD MONDEO DIESEL ESTATE 2.0 TOCI TITANIUM X SPORT SDR NON STANDARD COLOUR, 72011 MILES 61 FORD MONDEO DIESEL ESTATE 2.0 TOCI TITANIUM X SPORT SDR 61 STANDARD COLOUR, 72011 MILES 62 FORD MONDEO DIESEL ESTATE 2.0 TOCI TITANIUM X SPORT SDR 63 VAUXHALL VECTRA 1.8I CLUB 4DR SILVER, 45000 MILES 64 VOLKSWAGEN POLO 1.4 E 3DR METALLIC - ARTEMIDE GREEN, 29000 MILES 65 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR 65 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR 65 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR 61 SILVER, 200854 MILES 69 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR 61 SILVER, 2008 MILES 69 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR 61 SILVER, 2008 TO 1.4 LX 5DR AC METALLIC - ONTY, BLACK, 90000 MILES 60 SCHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR 61 SILVER, 2007 MILES 60 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR 61 SILVER, 2007 MILES 60 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR 61 SILVER, 2008 TANDARD COLOUR, 10000 MILES 60 SCHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR 61 SILVER, 2008 TANDARD COLOUR, 10000 MILES 60 SCHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR 61 STANDARD COLOUR, 10000 MILES 61 SABAB 93 1.8T LINEAR 2DR ME	£739 £449 £449 £779 £569 £1089 £1089 £239 £349 £339 £399 £399 £399 £399 £399 £3
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09 Plate Skoda Fabia 1.2 Estate

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07 Plate Skoda Fabia 2 1.2 HTP 12V (70 BHP) 5-Dr Hatchback Finished in Flamenco Red Metallic with a Black Cloth interior, 13.295 miles, £6.995\*

08 Plate Skoda Fabia 1 1.2 HTP 6V (60 BHP) 5-Dr Hatchback Finished in Storm Blue Metallic with a Grey Cloth interior,

06 Plate Skoda Fabia 1.9 TDI Elegance Estate Red with Black Cloth interior, FSH, 51,768 miles. €6,495\*

54 Skoda Fabia 1.4 TDI PD Ambiente 5-Dr Hatchback Finished in Beige Metallic with a Black Cloth interior, 52,174

54 Plate Skoda Fabia 1.2 HTP (54 BHP) Classic 5-Dr Hatchback Finished in Dynamic Blue Metallic with a Black Cloth interior, 48.500 miles, £3.995\*

03 Skoda Fabia 1.2 HTP (54 BHP) Classic 5-Dr Hatchback Finished in Dynamic Blue with a Black Cloth interior, 81,500 miles. £2995\*

58 Plate Skoda Roomster 1.9 TDI

Silver with Black Cloth interior, 11,000 miles. £10,795\*

58 Plate Skoda Roomster Scout 1.6 16v, Automatic Corrida Red, Top of The Range, 14,500 miles. £9,495°

#### Other Makes

2008 Mitsubishi Lancer 1.6 Equippe 4-Door Saloon Finished in Metallic Gunmetal Grey, Manual, 21,800 miles.

#### 2004 Volkswagen Touran 1.6 S (100BHP) 7-Seat

Finished in Blue Metallic with a Grey Cloth interior, 50,500 miles f6 995 Now f6.495\*

07 Plate SEAT Ibiza 1.4 16v Style

Silver, FSH, I owner from new, 16,190 miles. £6,495\*

2006 Fiat Punto 1.2 Active 5-Door Hatchback

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2004 Citroen C3 Pluriel 1.6 2-Door Cabriolet Jan 2004

Artic Steel Metallic 86.467 miles Manual Petrol £3.995\*

2002 Daewoo Tacuma 1.6 SE 5-Door MPV

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05 Plate Rover 23 GSI 1.4 3dr

Grey, 1 Owner, 55,000 miles. £2,495\*

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2002 Suzuki Wagon R 1.3 GL 75 BHP 5-Door Hatchback Mar

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2004 Ford Ka 1.3 3-Door Hatchback

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#### ALFA ROMEO

147, 1.9 JTD 16v MULTIJET LUSSO. 2005, abs brakes air con allovs cd player diesel electric windows immobiliser metallic paint multiple airbags power steering tonneau cover remote central locking, grey, 51447 miles, £5000, Canterbury, 0844 856 miles, £5000, 4494 (TRADE)

159, 1.9 JTDM 16v LUSSO, 2008, abs brakes air con alloys cd player diese electric windows immobiliser leather interior multiple airbags power steering trip computer remote central locking remote audio controls, alfa red, 70000 miles, £10000, Canterbury, 0844 856 4494 (TRADE)

BRERA, 2.4 JTDM SV. 2007, abs brakes air con alloys cd player cruise control diesel electric windows immobiliser metallic paint leather interior multiple airbags remote central locking remote audio controls, silver, 28347 miles, £13000, Canterbury, 0844 856 4494 (TRADE)

#### BENTLEY

ARNAGE, 6.7 T Mulliner auto just 30000 miles, air con, climate control, colour satnav, dual climate zones, full leather, memory seats, powered folding mirrors, privacy glass, remote alarm, remote central locking, electric seats, heated seats, cruise control, multi-function steering wheel, parking sensor, traction control, abs, multiple airbags, auto lighting, colour coded body, front fog lamps, headlamp ietwash, metallic paintwork, electric mirrors, electric windows, multi-dis cd player, radio, steering wheel audio controls, 19" alloys, tungsten grey Welling, 0208 8548037 (TRADE)

AVEO, Lt 5dr, abs, air bag, side air bags, immobiliser, central locking, power steering, air conditioning, electric front windows, trip computer cd player, rear wash/wipe, front fog lamps, automatic electric windows, radio, mp3 player, child locks, cloth upholstery, isofix, power steering, air conditioning, 15" alloys, space saver spare wheel, side window demist vents, body coloured door mirrors. roof spoiler, 15" alloy wheels, lidded glovebox, black finish on b pillars, plassenger seat back pocket, adjustable headrests, 60/40 split folding rear seat, leather steering wheel, tiltable steering column, front seatbelt pretensioners, height adjustable front seatbelts, headlamp levelling, 3 point rear seatbelts x3, remote fuel cap release, height adjustable driver's seat, body colour door handles, front door pockets, door courtesy lamps, 6 speakers, variable intermittent front wash/wipe, driver/passenger sunvisors and vanity mirrors, tinted glass all round, driver sunglasses holder, electrically adjustable and heated door mirrors body coloured bumpers, black interior trim, steering wheel mounted audio controls, aluminium silver, 999 miles £6995, Bexleyheath, 01322 524 680

CAPTIVA. VCDi LT FWD, 2008, abs brakes alarm fitted alloy wheels drivers airbag electric windows immobiliser metallic paint multiple airbags power steering single cd player remote central locking isofix child seat points, grey, 21364 miles, £12000, Canterbury, 0844 856 4494 LACETTI, SX, 2008, abs brakes air conditioning alarm fitted alloy wheels cd player electric windows front fog lights immobiliser metallic paint multiple airbags power steering trip isofix child seat points remote audio controls, silver metallic, 12000 miles £5000, Ramsgate, 0844 856 4496

MATIZ SE 2007 als brakes of entral locking electric power steering, poly silver, niles, £4000, Ramsgate, 0844 856 4496 (TRADE)

TACIIMA 1.6 SX 2006 als brakes d player electric windows front fog lights immobiliser metallic paint power steering remote central locking, blue, 30509 miles, £3000, ite, 0844 856 4496 (TRADE

#### DODGE

AVENGER, CRD SE, 2008, abs brakes air con alarm fitted cd player central locking electric windows full service history immobiliser metallic paint multiple airbags power steering single cd player tinted glass twin airbags remote central locking body coloured bumpers, mica black, 32930 miles, £8000, Maidstone, 08448 759296 (TRADE)

AVENGER, CRD SE, 2008, abs brakes air conditioning alarm fitted cd playe central locking electric windows ful service history immobiliser metallic paint multiple airbags power steering single cd player tinted glass twin airbags remote central locking body coloured bumpers rear headr height adi drivers seat, mica black, 32930 miles, £8000, Canterbury, 0844 856 4494 (TRADE)

CALIBER, CRD SXT, 2008, abs brakes electric windows power steering, silver, 51524 miles, £8000, Ashford, 0844 826 5918 (TRADE)

CALIBER, CRD SXT, 2008, abs brakes cd player central locking diesel electric windows power steering, silver, 51524 miles, £8000, ate, 0844 856 4496 (TRADE)

CALIBER, CRD SXT, 2008, abs brakes cd player central locking diesel electric windows power steering, silver, 51524 miles, £8000, ury 0844 856 4494 (TRADE)

NITRO. CRD SXT, 2009, abs brakes air conditioning alloy wheels cd player central locking climate control cruise control diesel drivers airbag remote central locking, red, 3500 miles, £13000, Canterbury, 0844 856

500, 1.2 Pop 3dr Hatch, wm09pgk pas, abs, remote central locking, front electric windows, radio/cd, side airbags, drivers airbag, space saver spare wheel, height adjustable drivers seat, isofix child seat anchor points. body coloured bumpers, cross black metallic, 20110 miles, £7995, Tunbridge Wells, 01892 549766 (TRADE)

BRAVO. 1.4 T-Jet Active 5dr Hatch. wp57efm, pas, abs, remote central locking, front electric windows, front fog lights, trip computer, side airbags, electricdoor mirrors, steering wheel reach adjustment, drivers airbag, belts, blue metallic, 34227 miles, £7495. Tunbridge Wells, 01892 549766 (TRADE)

CROMA, 1.9 MULTIJET ELEGANZA 2006, abs brakes alloy wheels cd player climate control diesel elect vindows immobiliser metallic paint multiple airbags power steering remote central locking, grey, 48073 miles, £5000, Ramsgate, 0844 856 4496 (TRADE)

DOBLO, Multijet Dynamic (120), 2007, abs brakes air conditioning allo wheels cd player central locking drivers airbag electric windows immobiliser multiple airbags pov steering, blue, 23000 miles, £6000, Ramsgate, 0844 856 4496 (TRADE)

FIORINO, 1.3 SX, 2009, abs brakes cd nobiliser metallic paint powe steering side load door remote central locking, grey, 4632 miles, £8000, Canterbury, 0844 856 4494 (TRADE)

GRANDE PUNTO, 2010, abs brakes electric windows immobiliser metallic paint mp3 player multiple airbags power steering trip computer remote bumpers height adj drivers seat, grey, 6 miles, £7500, Canterbury, 0844 856

MULTIPLA, 2.0, 2008, abs brakes cd player central locking drivers airbag electric windows front fog lights heated seats immobiliser, blue, 55 miles, £15000, Canterbury, 0844 856 4494 (TRADE)

PANDA 4X4, 4 x 4, 2010, 4x4 abs brakes air conditioning alloy wheels electric windows immobiliser mp3 player multiple airbags power steering trip computer remote central locking adjustable steering column, blue, 8 miles, £9860, Ramsgate, 0044 856 4496 (TRADE)

PUNTO Dynamic Plus 2006 blue 30195 miles, £5000, Ramsgate, 0844 856 4496 (TRADE)

OURO Multijet Active 2010 abs immobiliser mp3 player multiple airbags power steering trip computer remote central locking twin sliding doors, various, 8 miles, £11250, Canterbury 0844 856 4494 (TRADE)

SCUDO. 1.6 COMFORT 90 L1. 2010. abs brakes cd player diesel immobiliser power steering side load door remote central locking, blue, 5000 miles, £9000, Canterbury, 0844 856 4494 (TRADE)

SCUDO, Comfort 2.0 6spd 120 Multijet, lb57owa, remote central locking, cloth upholstery, height adjustable seat, twin side loading doors, ply-lined, barn doors, dual passenger seat, adjustable steering column, multi-function steering wheel, power steering, abs, air bag, electric mirrors, electric windows, colour coded body, cd player, radio, 6 speed, metallic paintwork, silver, 36000 miles, £8495, Sittingbourne, 01795 403295 (TRADE)

STILO, 16v. 2008, abs brakes allow £6500, Canterbury, 0844 856 4494

III YSSE Eleganza 2003 ahs brakes ULYSSE, Eleganza, 2003, ass brakes alarm fitted alloy wheels bluetooth car kit cruise control drivers airbag electric windows immobiliser multiple airbags power steering satellite navigation single cd player remote control legical guests 2005, 2005, 2005. central locking, quartz grey, 56393 miles, £3500, Ramsgate, 0844 856 4496 (TRADE)

#### HONDA

ACCORD, VTEC Executive automatic Sat Nav + Leather, wg04nfe, full leather, climate control, abs, power steering, parking sensor, multi wash/wipe, metallic paintwork, front fog lamps, 15" alloys, blue, 89000 miles, £5999, Maidstone, 01622 200 100 (TRADE)

CIVIC, Type-R GT1-VTEC 3dr, bj08aed air conditioning, power steering, abs, multiple airbags, remote central locking, cd player, push button start, electric mirrors, electric

CIVIC. Type-R GT I-VTEC 3dr. bi08age

CR-V, I-VTEC Sport automatic, ej07wfl, air conditioning, power steering, electric windows, electric mirrors, sunroof, abs, twin air bags, colour coded body, cd player, rear wash/wipe, metallic paintwork remote central locking, immobiliser, head restraints, 16" alloys, 4x4. black, 57000 miles, £9999 ne 01622 200 100 (TRADE)

INSIGHT ES 2010 als brakes air INSIGHT, ES, 22/10, abs brakes air con alloys automatic transmission central locking climate control electric windows metallic paint power fold mirrors multiple airbags single cd player remote central locking, cerulean blue, 5000 miles, £16000, Ashford, 0844 826 5918 (TRADE)

brakes air con alloys automatic cd player electric windows immobiliser metallic paint power steering reverse parking aid remote central locking, green, 17849 miles, £7000, Ashford, 0844 826 5918 (TRADE)

\$2000, 2.0 VTec GT, 2006, abs brakes air con alarm fitted cd central locking drivers airbag electric windows full service history immobiliser leather interior power steering single cd player sound pack sports seats twin airbags xenon headlamps body coloured bumpers 3x9 point rear seat helts heated from mirrors space saver belts heated door mirrors space save spare wheel, silverstone silver, 6523 miles, £15000, Canterbury, 0844 856

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X-TYPE, Sovereign, 2007, abs brakes air conditioning alarm fitted alloy wheels automatic transmission central locking electric windows heated seats immobiliser leathe interior multiple airbags power fold mirrors power steering reverse parking aid satellite navigation, blue, 62195 miles, £14000, Canterbury, 0844 856 4494 (TRADE)

X-TYPE, Sovereign 2009, 2009, abs brakes air conditioning alarm fitted alloy wheels cd player central locking climate control cruise control drivers airbag electric windows heated seats immobiliser leather interior multiple airbags power steering reverse parking aid satellite navigation, blue, 25960 miles, £20000, Canterbury, 0844 856 4494 (TRADE)

XF, Premium Luxury Auto, 2009, abs Ar, rremium Luxury Auto, 2009, abs prakes alarm fitted alloy wheels automatic transmission of player central locking climate control cruise control electric windows heated seats immobiliser leather interior multiple airbags power fold mirrors power steering reverse parking aid satellite navigation, black, 8951 miles, £28500, Canterbury, 0844 856 4494 (TRADE)

XKR, Supercharged V8, 2008, abs brakes air conditioning alarm fitted alloy wheels automatic transmission cd player central locking cruise control electric windows heated seats immobiliser leather interior multiple immobiliser learner interior incorporation airbags power steering reverse parking aid satellite navigation, black, 32876 miles, £37500, Ashford, 0844 826 5918 (TRADE)

CHEROKEE, 2.8 CRD SPORT, 2005, abs brakes air conditioning alarm fitted cd player drivers airbag electric windows front fog lights immobiliser power steering traction control trip computer remote central locking roof bars adjustable steering column front armrest rear headrests 3x3 point rear seat belts heated door mirrors, green, 36000 miles, £8000, Canterbury, 0844 856 4494 (TRADE)

CHEROKEE, 2.8 CRD SPORT, 2005, abs brakes air conditioning alarm fitted cd player drivers airbag electric windows front fog lights immobiliser power steering traction control trip computer remote central locking roof bars adjustable steering column front armrest rear headrests 3x3 point rear seat belts heated door mirrors, green 36000 miles, £8000, Ashford, 0844 826 5918 (TRADE)

#### LAND ROVER

DEFENDER, 90 TDi Hard Top ROW. fb53kdv, power steering, tow pack, radio cassette, rear wash/wipe, 4x4 row spec 300 tdi hard top. road tax (plg) is £205 per year. price is £9, 995 + £1, 749.13 vat = £11, 744.13 total white 79000 miles £90 Staplehurst, 01580 890333 (TRADE)

DEFENDER 90 TD5 Pick Up 49 000 mls, dx54ubo, power steering, tow pack, 4x4, fitted with ifor williams canopy. price is +vat. road tax (lgv) is £200 per year, tonga green me 49000 miles, £10995, Staplehurst, 01580 890333 (TRADE)

DISCOVERY, TD5 ES Auto 53,000 miles, climate control, electric seats, full leather, 7 seater, cruise control, parking sensor, heated seats powered folding mirrors, remote alarm, remote central locking, height adjustable seat, traction control stability control, abs. quick-clear screen, twin air bags, metallic paintwork, roof rails, electric windows, twin sunroofs, multi-disc cd (diesel car) is £245.00 per year. adriatic blue, 53000 miles, £13695 Stanlehurst 01580 890333 (TRADE)

A150. classic Se(500 pounds towards finance), 2007, cosmos black metallic, 18582 miles, £7998 Ashford, 0844 558 7048 (TRADE)

A160, 5 door Classic SE, 2010, polar Tonbridge, 0844 558 7055 (TRADE)

B180 CDI, MAV SE, 2007, horizon blue metallic, 32000 miles, £13990 Maidstone, 0844 558 7050 (TRADE)

B200 CDI. SE Auto SE, 2006, comet grey, metallic, 47000 miles, £15000, Maidstone, 0844 558 7050 (TRADE)

C180. KOMPRESSOR BlueEFFICIENCY. 2009, palladium silver metallic, 13744 miles, £19998, Ashford, 0844 558 7048 (TRADE)

C200 CDI, SE \*2 yrs Free Servicing\*, 2010, iridium silver metallic, 7000 miles, £19990, Maidstone, 0844 558 7050 (TRADE)

CLK350. Sport (500 pounds finace contribution), 2007, obsidian black metallic, 37854 miles, £21998. Ashford, 0844 558 7048 (TRADE)

COOPER, HATCHBACK, 2002, abs brakes central locking electric windows power steering, black 76651 miles, £5500, Ramsgate, 0844 856 4496 (TRADE)

COOPER, Chilli Pack, 2007, abs brakes air conditioning alarm fitted allov wheels automatic transmission cd player electric windows front fog lights immobiliser metallic paint multiple airbags power steering traction control trip computer remote central locking isofix child seat points remote audio controls, silver metallic 9000 miles, £11000, Ramsgate, 0844 856 4496 (TRADE)

COOPER S, Convertible full leather trim, air con, full leather, remote alarm, remote central locking, parking sensor, power steering, traction control, abs. multiple airbags, colour coded body, front fog lamps headlamp jetwash, electric mirrors electric windows, power hood, cd. radio, 17" alloys, full black leather always over 60 mercedes-benz cars in stock! we will not be beaten on price! fully fsA regulated, chili red, 48000 miles, £10495, Welling, 0208 8548037 (TRADE)

#### RENAULT

CLIO, 1.2EXPRESSION 16V, 2003, abs brakes alloy wheels cd player central locking electric windows full service history, electric blue, 50996 miles, £3000, Maidstone, 08448 759296 (TRADE)

ESPACE. 3.00. 2008. abs brakes air conditioning alloy wheels automatic transmission cd player central locking climate control diesel drivers airbag electric windows front fog lights half leather trim heated seats immobiliser power fold mirrors multiple airbags power steering satellite navigation, black, 55 miles, £27990, Canterbury, 0844 856 4494 (TRADE)

LAGUNA, 2.0 dCi 150, 2007, abs brakes air conditioning alloy wheels electric windows front fog lights half leather trim immobiliser power steering traction control remote central locking remote audio controls grey, 56178 miles, £6000, Ramsgate, 0844 856 4496 (TRADE)

NEW MEGANE, 2010, abs brakes air conditioning alloy wheels electric windows immobiliser multiple airbags single cd player remote central locking, red (plus delivery), 10 miles, £13789, Canterbury, 0844 856 4494 (TRADE)

SCENIC, 1.6 SCENIC DYNAMIQUE VVT - EURO 4, 2005, abs brakes air conditioning alloy wheels cd player electric windows immobiliser metallic paint multiple airbags power steering tonneau cover trip computer remote central locking, blue, 44209 miles £4500, Canterbury, 0844 856 4494 (TRADE)

TWINGO, Extreme, 2008, abs brakes alarm fitted cd player central locking drivers airbag electric windows immobiliser multiple airbags por steering, blue, 16109 miles, £5000, Canterbury, 0844 856 4494 (TRADE)



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#### **PROPERTY NEWS**

### House is just a home no longer an investment

THE UK housing minister has said it is time to regard homes primarily as "a place to live and bring up a family" rather than a financial investment.

Conservative Grant Shapps said that the era of viewing property as a potential source of revenue – particularly as a means of topping up the buyer's pension had to come to an end if an entire gen-eration of potential first-time buyers were not to be priced out of the market.

He said people should accept a period

of house price stability after a decade that has seen rocketing house price inflation followed by the current crash.

In a speech to the Housing Market Intelligence conference in London, Mr Shapps said: "With a house now liable to cost perhaps seven times someone's earnings, it is no surprise the average unsupported first-time buyer is now 37

"This country is in danger of letting down the aspirations of a generation if homes do not become more affordable in the long term. So what is required now is a period of house price stability.
"A home should first and foremost be

thought of as a place to live and bring up

### Law now 'bureaucratic nightmare' for landlords

THE Residential Landlords' Association (RLA) claims that legislation which came into force at the beginning of October will result in "bureaucratic nightmares" for landlords.

Earlier this year the coalition Government reviewed plans to require private-sector landlords to apply for planning permission to allow a property to be shared by three or more unrelated

Instead, it gave local authorities the power to insist on planning permission for Houses in Multiple Occupation (HMO) in areas where shared housing is considered to be causing problems.

The RLA argues that this is "the thin end of social engineering"

Members pointed out that planning law is meant to control building use and not the relationships between people living in them.

The association's chairman, Alan Ward, said if a shared house or flat is currently rented to a single person or a family a landlord can loses the future right to rent it again as an HMO, without first obtaining this new planning permission.



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**NEGATIVE EQUITY:** Although the south east is among the most robust regions in the country, figures show the UK property market looks to be heading towards a double dip

# Prices are set for a fall as houses outnumber buyers

IT IS still a buyer's market, according to the latest trend analysis of supply and demand for homes.

A high level of properties on the market continue to outnumber buyer demand and this will impact negatively on house prices, according to the Royal Institution of Chartered Surveyors (Rics).

This echoes many reports which all suggest house prices could be heading for a double dip after a summer which saw partial recovery.

Figures also continue to vary across the UK wth the south east among the most robust areas when it comes to increasing values.

House prices slumped by around one-fifth between autumn 2007 and early 2009, before recouping around half their losses over the

However, there has been a drop in demand

#### BY **NICK AMES**

with mortgage approvals and consumer confi-

dence both waning.

Recently the Halifax revealed UK house prices fell by a record 3.6 per cent in September compared with August. According to the Halifax the monthly decline was the biggest since records began in 1983.

Returning to the Rics it said 44 per cent of its surveyors saw prices fall in the past three months while just six per cent reported a rise.

The Rics survey also established that surveyors were expecting further losses with the price expectations balance falling to minus 38 from minus 41, the fourth straight decline.

Many of its members say first-time buyers continue to be locked out of the market, primarily due to a lack of mortgage availability.

Without a hefty deposit, this group continue to struggle to get onto the property ladder.

The figures came out at the same time as Government experts examined the summer property market

Official data from the Department for Communities and Local Government (DCLG) revealed UK house prices crept up by 0.7 per cent compared with July, with the average UK home costing £213,116.

On an annual basis, house prices were up 8.3 per cent, slightly down from the 8.4 per

Despite the monthly rise, growth has slowed since April, the DCLG noted.

Commenting on the data, Howard Archer, chief economist at the IHS Global Insight, said he expects values to gradually ease between now and the end of the year, and house prices will lose around 10 per cent in 2011.

# Drop in sales shows Right to Buy initiative on the way out

SALES of properties under the Government's Right to Buy Scheme have dropped to a record low, the latest research from HSBC has revealed after an analysis of the market.

The scheme, which helps social housing tenants in England and Wales to purchase their home at a discount. was introduced by Margaret Thatcher's Conservative government in 1980.

However, 30 years after the launch of the initiative, HSBC's figures show that just 4,622 Right to Buy sales occurred in the 2009/10 tax year, compared with 193,600 in 1982/83.

"The scheme has been facing scrutiny lately with the current shortage of council housing stock, but it now looks to have run its course," said Andy Mielczarek, head of retail products at HSBC.

"However, no-one can deny the major impact it has had on homeownership in Great Britain."

Right to Buy has been most popular in Scotland, the mortgage lender's figures show, with around 441,000 houses sold under the initiative since it was introduced.

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PRICE GUIDE £165,000 TO £180,000



#### **STANHOPE**

Just move in and sit down as vendor prepared to sell this semi det home furnished, three large bedrooms, main bathroom, sitting room, large kitchen/diner, cloakroom, cul de sac position, gas heating & double glazing, No chain.

£132,000



#### **GODINTON PARK**

There is a conservatory with this three bedroom mid terr home being well presented throughout sitting / dining room, new kitchen and bathroom.Garage on block, gas heating & double glazing, No chain.

£163,995



#### **MERSHAM**

Executive det property on quarter acre plot in sought after village. Four bedrooms (master en suite) main bathroom, sitting room, dining room, garden room, large kitchen, utility room, double garage, laundry room with shower. Well kept gardens oil fired heating. Rarely available must be see

£385,000



#### **SHADOXHURST**

Enlarged rural family semi on generous plot backing onto fields, three bedroom (master en suite) attic room, sitting room, dining room, large breakfast room, kitchen, sep utility room, g/f bathroom, double gge, oil fired heating & double glazing.

£249,995



#### **SINGLETON**

This is a rarity detached apartment with two bedrooms, kitchen built in apps, bathroom. sitting room, garage with utility space, gas heating, double glazing, No chain, must be

£139,995



#### **SINGLETON HILL**

Attractive double fronted town house enjoying views to the downs Acc set over three floors cloakroom, sitting room, kitchen/diner, utility room, four bedrooms (master en suite) main bathroom, and separate shower room. Double garage, double width drive priced to sell.

£239,995



#### WILLESBOROUGH LEES

Corner plot position, four bedroom detached property. With double garage in sought after location. Cloakroom, sitting room, conservatory, kitchen/breakfast room, utility room, master bedroom with en suite. Main bathroom & summer

£299,995



#### **GODINTON PARK**

Keenly priced four bedroom detached house, on sought after development. Cloakroom, family sized kitchen / diner, sitting room, main bathroom, good sized garage, attractive rear garden not overlooked, gas heating, double glazing no chain.

£229,995



#### RIVERSIDE SETTING

Close to town and overlooking the river stour. Three bedroom end terrace house, cloakroom, sitting room, dining room, kitchen, main bathroom, gas heating, double glazing, two allocated parking

£194,500



#### **CLOSE TO VICTORIA PARK**

Impressive town house with conservatory and garage, cloakroom, large kitchen / breakfast room, dining room / bedroom 4 first floor, sitting room, three further bedrooms (master en suite) main bathroom double glazed & gas heating.

OIEO £199,995



#### **PARK FARM**

Tucked away at end of private road, three bedroom semi (master en suite) sitting room, large kitchen / diner, bathroom, conservatory garage, gas heating, double glazing & security system.

OIEO £178,000





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ORCHARD HEIGHTS £115,000 Ideal first home. It consists of lounge, bedroom, kitchen, bathroom and downstairs cloakroom. Allocated parking for one car. Situated in close proximity to both the A20 and M2.



SINGLETON £174,99 Three bedroom family home in the Singleton area. Lounge, dining room, kitchen, conservatory, family bathroom & downstairs cloakroom. Off road parking for two plus cars.



WILLESBOROUGH £155,00 Victorian semi detached property offers three beds, lounge/diner that has many original features including an open fire with hearth, fitted kitchen also a south-facing garden.



KENNINGTON Semi Detached 3 Bedroom home benefits from downstairs cloakroom conservatory and overlooking a green. Other essential qualities include C/H, D/G and a garage



KENNINGTON ( Two bed ground floor flat, Further accommodation consists of a lounge, kitchen and family bathroom. To the side of the property is a single garage with additional off road parking



GODINGTON PARK £1 Very well presented 1 bed home. It consists of lounge, double glazed conservatory and bathroom. To the rear is a low maintenance garden and allocated parking.



SINGLETON GP £194 Three bedroom home is located in the popular area of Singleton Hill. It benefits from a Master bedroom with en suite bathroom, cloakroom, fitted kitchen, lounge and conservatory. There is off road parking and a single



ASHFORD £167,500 This semi-detached house that offers three bedrooms lounge, dining room, kitchen and family bathroom. It has a mature garden with shed and lawn to the front of the property. There is off road parking for approximately two cars. This house also has the advantage of being chain



KENNINGTON £18 Semi detached family home with 3 bedrooms, lounge, separate dining room, front and rear garden, garage. Considered to be in very decorative order, viewing highly



Three-bedroom family home in the popular location of Chartfields, consists of lounge, dining room, downstairs cloakroom and en suite shower room to the master bedroom. There is off road parking for two cars as well as



SINGLETON OIEO £244,995 Detached 4 Bedroom family home in the area of Singleton. Accommodation consists of one with en suite shower room, lounge, kitchen/diner and family bathroom There are front and rear gardens, garage and off street



HIGHLAND PARK GP £275,000-£295,000 Detached family home for sale in the often requested location of Highland Park. The accommodation comprises of 4 bedrooms, 3 reception rooms, lounge, fitted kitchen, family, en-suite shower room, downstairs cloakroom and utility room. There is a garage and off road parking for two cars.



KENNINGTON £285,000 This detached 4-bedroom family home, benefits from 2 reception rooms, downstairs cloakroom and utility room, Other essential qualities include en suite to master, central heating, double-glazing and a double garage



KINGSNORTH GP £340,000-£360,000 Five Bedroom detached family home in the popular location of Knights Park. Accommodation consists of two en-suites, lounge, dining room, kitchen, utility room, family bathroom and downstairs cloakroom. Parking is provided by the double garage and off road parking



Detached four-bed family home. It consists of lounge, study/dining room, kitchen and breakfast room, conservatory with utility area, downstairs cloakroom, family bathroom and ensuite shower. There is parking for approx. 6 cars.

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£179,995

- 3 Bedroom End Of Terrace
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- Double Glazing

WILLESBOROUGH £180,000



- Lounge, Dining Room
- Enclosed Rear Garden



- Three Bedrooms
- Close To Local Amenities
- No Onward Chain

KENNINGTON

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- Two Receptions
- Courtyard & Secret Garden

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KENNINGTON

£100,000



- First Floor Apartment
- Kitchen, Lounge / Dining Room
- Allocated Parking

KENNINGTON

£160-£170000



- 3 Bedroom Semi-Detached
- Two Reception Rooms Off-Street Parking
- Front & Rear Gardens

PARK FARM

- Double Fronted Detached
- Master With En-Suite Lounge, Dining Room

£290,000 PARK FARM



£130000 to £15000

- 3 Bedrooms
- Lounge, Dining Room
- Garage
- Gas Heating & Double Glazing

**CINGSNORTH** 

Off Road Parking

Two Double Redrooms

Recently Fitted Kitchen





- Executive Detached House Four Bedrooms
- En-Suite To Master
- Three Receptions Rooms

KINGSNORTH

£280,000



- En-Suite To Master Bedroom

WILLESBOROUGH LEES £220,000

- Lounge & Dining Room
- Enclosed Rear Garden

**SOUTH ASHFORD** 



- Three Bedroom:
- Kitchen/Diner
- Front And Rear Garden Double Glazing



- Three Bedrooms

**PARK FARM** 



- 3 Redroom
- Lounge
- Kitchen/Breakfast Room
- Garage & Driveway

KENNINGTON



- Stylish Kitchen
- Lounge & Dining Room

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- Stylish Home Three Bedrooms
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SINGLETON HILL



- Double Fronted Semi
- 3 Bedrooms Master With Ensuite Lounge & Dining Room
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TOWN CENTRE



- 1930s Semi Detached House
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PARK FARM

Detached Bungalow

Lounge, Dining Room

2 Bedrooms



£379.995

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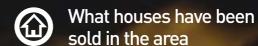
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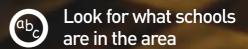
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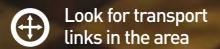
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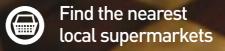
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ISP looks after children from many different ethnic and cultural backgrounds including white UK, African, African-Caribbean, Asian and dual heritage. We are keen to recruit carers from similar cultural backgrounds. In addition, we are currently experiencing a high demand to look after: children with various disabilities, children who are involved in the criminal justice system and 'parent & child' placed together.

IF YOU HAVE:

- life experience
- · the ability to work with children or young people and parents
- the ability to rise to the challenge of fostering
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- . no children under the age of 8
- a spare bedroom
- a career change in mind ISP WOULD LIKE TO HEAR FROM YOU

We offer full training, 24 hour support and a professional fee of up to £770 a





ck please contact our Fostering Team on: 0800 085 7989

Visit our website for more information: www.ispchildcare.org.uk



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To advertise in this section





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The Academy currently has full and part-time vacancies cross the sites in Maidstone, Folkestone and Ramsgate for QUALIFIED ASSESSORS

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CVs to nikki.buss@keithgraham.net or post to Keith Graham Academy Head Office, Unit 12 Heron Business Centre, Henwood Industrial Estate, Ashford, Kent. TN24 8DH – 01233 664171

Successful applicants will be subject to an Enhanced CRB Check. KGA Promotes Equality and Diversity.

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Award winning publications www.kentnews.co.uk



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- Experienced Folding Operators
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- Studio Mac Operator: preparing artwork for litho and flexo plates, preparing artwork for digital presses and creating PDF proofs for customer review A good eye for detail is essential. Experience with litho and flexo printing is preferred although training could be given to the successful applicant. Experience with PCs and Macs is essential.

Salary will be commensurate with experience

If you would like to discuss the above positions, please contact Niall Warne, Production Manager or Matt Knight, Studio Manager

Please apply in writing enclosing full CV to the address below. Alternatively applications may be emailed to gmorgan@cclind.com

CCL Label (Ashford) Limited, Foster Road, Ashford Business Park, Sevington, Ashford, Kent, TN24 0SH Tel: 01233 503333

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#### SECOND DEPUTY HEAD OF CARE **FULL TIME**

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A second Deputy Head of Care required to work at this special school for children aged 11-19 with autism and associated learning difficulties, reporting to the Senior Care Team. Previous employment within a school or social care setting is essential, with relevant leadership/management experience. NVQ Level 4 qualification is desirable, but not essential as training will be provided.

A proportion of the working week is to be spent in direct care work/pupil support to an average of 75%. The post holder must be skilled in working with children and young people who present complex challenging behaviour. The successful applicant will have a track record of proactive approaches to behaviour management and will be required to manage the schools extended year provision, which will involve working outside of term time. Some holiday entitlement can be taken during term time by arrangement with Headteacher or Head of Care.

Stone Bay School is committed to the safeguarding and promotion of the welfare of children and employees are required to have an enhanced CRB disclosure. KCC final-salary pension scheme membership available.

Please phone 01843 863421, e-mail office@stone-bay.kent.sch.uk, or write to Stone Bay School, 70 Stone Road, Broadstairs, CT10 1EB for an application form.

> Closing date for applications is Friday 12th November 2010. Kent County Council is an equal opportunities employer.







#### Barham House Nursing Home

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part-time Days and Nights

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**■ Programme Leader – Catering and Hospitality** Salary scale: £29,413 - £34,817 for 37 hours per week all year

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Salary scale: £9.500 - £11.500 for 18.5 hours per week all year plus achievement incentives based on income and performance

Business Services Administrator (maternity cover) Fixed term until the end of April 2011

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For further details and to apply online please visit our website www.thanet.ac.uk and click on 'Vacancies'. Alternatively contact the HR office, Thanet College, Ramsgate Road, Broadstairs, Kent, CT10 1PN or telephone our application line for an application pack on (01843) 605052

Closing date: Friday 5 November 2010

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#### Are you Sport mad?

#### **Commercial Sales Manager (Sports Products)**

Playing the key role in selling advertising and sponsorship across our new sports products is something that an all-round sports enthusiast would revel in. Candidates will possess a proven track record in media sales, combining excellent communication and presentation skills, a great business acumen, tenacity, and the ability to build positive business relationships.

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We have an opportunity for highly motivated people to create and sell multi-media solutions in our market-leading portfolio of newspapers and magazines.

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# Full-time Creative Personal Assistant Reporting to the managing director and editorial director

The successful applicant will need to demonstrate they have the ability to not only produce excellent reports and run senior directors' diaries, but also have writing skills that would not be out of place in our newsroom.

You will be producing monthly management reports and minutes of board meetings as well as preparing copy for marketing, and on occasions supplying well written PR for our websites, newspapers and magazines as well as the wider world of media. This position also demands absolute discretion as the business develops in the coming years.

The successful applicant must also have the ability to work to tight deadlines and be flexible when work demands dictate. Some knowledge of media, marketing or PR would be advantageous.

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We are looking for NCTJ-trained reporters to join our busy newsroom. Candidates must be genuine all-rounders who are able to write across the various sections of our newspapers and websites, from news to features and leisure.

You will be a self-starter bursting with ideas who is able to adapt their writing style to meet the needs of a variety of publications

We offer an excellent basic salary plus generous bonus scheme, ongoing training and career development, five weeks' annual leave, contributory pension and life assurance scheme (after qualifying period) and all the benefits of working for a large media organisation.

#### Please apply with your CV and covering letter in the first instance to:

sandra.waghorn@kosmedia.co.uk or in writing to Sandra Waghorn, ARCHANT KOS MEDIA, Apple Barn, Hythe Road, Smeeth, Ashford, Kent TN25 6SS

#### Ahout us

KOS Media publishes the UK award-winning Kent on Sunday newspaper and a series of free weekly newspapers, magazines and associated websites and mobile products.

The company produces kentnews.co.uk and yourkentTV, an internet-based TV service providing regional and local news, business and sport, plus websites for jobs, property and motors.

KOS Media's newspapers have won more than 10 national awards, including UK Regional Newspaper of the Year, and UK Free Weekly Newspaper of the Year six times.

In June, 2010, media group Archant purchased KOS Media.

#### Archant is the UK's largest independently owned regional media business

It is a community media company active in the fields of regional newspaper and magazine publishing, contract printing and internet communications. All its titles serve clearly defined communities, based around locations or interest groups.

Archant can trace its roots back more than 160 years and today remains one of the country's largest independent media businesses. As a private company it employs 1,850 people right across England. It has an annual turnover of £142 million.

The newspaper division, Archant Regional, produces four daily regional newspapers and around 60 weekly titles with a combined circulation of 2.25 million copies every week. It is a UK top six regional newspaper publisher. It also publishes many of the group's 180 websites and a number of its magazines.

Archant also owns three magazine companies, which between them produce around 80 magazines.



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# Reader Holidays



# 99p Bar Carry on New Year Parties

Bosworth Hall Hotel, Leicestershire - over 40s only

Arrive Fridays: January 7, January 14, January 21 & January 28, 2011

Join us for a party that extends the New Year celebrations at a price that's distinctly special. Our break includes accommodation, breakfast and dinner each day, entertainment and a 99p bar both evenings. Bosworth Hall is a super country house hotel set in landscaped grounds in the village of Market Bosworth - in the heart of England.

PRICE INCLUDES:

- 99P DRINKS from 5pm to 11pm both nights. Drinks include house beers & spirits, wine by the glass
- Entertainment
- 2 dinners and 2 breakfasts
- 2 nights sharing a twin or doublebedded en-suite room

SELF-DRIVE 2 NIGHTS ONLY Quote CB1

# **Carry on New Year Party**

London International Hotel, London Docklands - over 40s only

January 2 to 4, 2011

Pool & Gym

available at a

£5 supplement

#### PRICE INCLUDES:

- Entertainment both nights
- 99P DRINKS from

7pm to 11pm both nights. Drinks include house beers & spirits, wine by the glass

- 2 dinners and 2 breakfasts
- 2 nights sharing a twin or double-bedded en-suite room

**Come Dancing Party** 

Warner Bembridge Coast, Isle of Wight - over 40s only

#### January 14 to 17, 2011 PRICE INCLUDES:

- Dance tuition, social dancing and a Grand Ball
- Variety entertainment
- 3 nights en-suite Ambassador
- 3 dinners and 3 breakfasts
- Leisure facilities: Indoor pool & sauna Return car ferry

• FREE DRINKS from 3.30pm to 11pm on Friday and 12noon to 11pm on Saturday & Sunday. Drinks include house beers & spirits, house wine by the glass, pumped soft drinks &

SELF-DRIVE 3 NIGHTS DRINKS-INCLUSIVE £259pp

# **Christmas Party Break**

Warner Norton Grange, Isle of Wight - over 40s only

#### November 5 to 8, 2010 PRICE INCLUDES:

- Entertainment every night
- 3 nights en-suite chalet accommodation
- 3 dinners and 3 breakfasts
- Leisure facilities: Indoor pool & sauna
- Return car ferry
- FREE DRINKS from 3.30pm to 11pm on Friday and 12noon to 11pm on Saturday & Sunday. Drinks include house beers & spirits, house wine by the glass, pumped soft drinks & mixers, tea &



SELF-DRIVE DRINKS-INCLUSIVE

SELF-DRIVE

2 NIGHTS

£119pp

# **Mamma Mia Christmas Party**

Warner Bembridge Coast, Isle of Wight - over 50s only

#### November 12 to 15, 2010 PRICE INCLUDES:

- Entertainment featuring a Mamma Mia movie screening, Abba tribute band in concert &
- 3 nights en-suite Ambassador Room
- 3 dinners and 3 breakfasts
- Leisure facilities: Indoor pool & sauna • Return car ferry
- FREE DRINKS from 6pm to 11pm every night house beers & spirits, house wine by the glass pumped soft drinks & mixers, tea & coffee



SELF-DRIVE 3 NIGHTS DRINKS-INCLUSIVE £259pp

### January 7 to 10, 2011

Extend the New Year celebrations and take advantage of our super money-saving offer. Our 3-night New Year party break includes hotel accommodation, breakfast and dinner each day, entertainment with special guests the Dagenham Girl Pipers and a Free bar every evening. Sinah Warren is a luxury hotel by the sea on Hayling Island - just along the south coast from Portsmouth.

**Carry on New Year Party** 

Warner Sinah Warren, Hayling Island - over 40s only

#### PRICE INCLUDES:

- FREE DRINKS from 3.30pm to 11pm on Friday and 12 noon to
- 11pm on Saturday & Sunday. Drinks include house beers & spirits, house wine by the glass, pumped soft drinks & mixers, tea & coffee
- Nightly entertainment special guests: the Dagenham Girl Pipers
- 3 nights en-suite Ambassador Room
- 3 dinners and 3 breakfasts
- Leisure facilities: Indoor pool & sauna

COACH TRAVEL OPTION FROM MAIDENHEAD & SLOUGH £20pp

# **Christmas Party Break**

Warner Lakeside, Hayling Island - over 21s only

#### December 17 to 20, 2010 PRICE INCLUDES:

- Entertainment every night
- 3 nights en-suite chalet accommodation
- 3 dinners and 3 breakfasts
- Leisure facilities: Indoor pool & sauna
- FREE DRINKS from 6pm to 11pm every evening. Drinks include house beers & spirits, house wine by the glass, pumped soft drinks & mixers, tea & coffee



DRINKS-INCLUSIVE

£199pp

# **Mamma Mia Party**

Warner Bembridge Coast, Isle of Wight - over 50s only

#### February 25 to 28, 2011 PRICE INCLUDES:

- · Entertainment featuring a Mamma Mia movie screening Abba tribute band in concert & more
- 3 nights en-suite Ambassador Room
- 3 dinners and 3 breakfasts • Leisure facilities: Indoor pool & sauna
- Return car ferry
- FREE DRINKS from 3.30pm to 11pm on Friday and 12noon to 11pm on Saturday & Sunday. Drinks include house beers & spirits, house wine by the glass, pumped soft drinks & mixers, tea & coffee



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# **Mamma Mia Spring Party**

Warner Bodelwyddan Castle, North Wales - over 50s only

#### March 25 to 28, 2011 PRICE INCLUDES:

- Entertainment featuring a Mamma Mia movie screening, Abba tribute band in concert &
- 3 nights en-suite Ambassador Room
- 3 dinners and 3 breakfasts
- Leisure facilities: Indoor pool & sauna
- FREE DRINKS from 6pm to 11pm every night
- house beers & spirits, house wine by the glass, pumped soft drinks & mixers, tea & coffee







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### **Women Seeking**

LYN young 50yr old lady, divorced, attractive, size 16, black hair, STUNNING brown eyed brunette, green eyes, no ties, dog, likes funny and vivacious searching for walks, meals out, nights in, socialising, seeks gent, 40-55. Tel. No. male, ACA. Tel No: 9006 515 7112 Box No: 350023

Box No: 349923

BEAUTIFUL slim, Oriental babe, GILL slim stylish blue eyed blonde 21, stunning figure, seeks older, loving and caring, WLTM down to solvent gent, 70 plus to spoil and earth guy who knows how to treat pamper her. Tel No: 0906 515 his lady, Tel No: .0906 515 7112 Box No: 348545 Box No: 349921 €

TALL attractive nurse, dark hair, AFFECTIONATE curvy green blue eyes looking to meet someone young and fif for off duty fun man to share new adventures with and friendship. Tel No: 9006 515 Looks unimportant. Tel No: 0906 7112 Box No: 350719

LOVELY curvy, extrovert, green STUNNING ex model, curvy, long eyed blonde, seeks gorgeous, legs seeks tall well built guy relax easygoing, fun male to share cud- with. Tel No: 0906 515 7112 Box dles, laughs and TLC. Tel No: No: 349005 eyed blonde, seeks gorgeous, easygoing, fun male to share cuddles, laughs and TLC. Tel No: 0906 515 7112 Box No: 350697

ATTRACTIVE vivacious, curvy blonde beautiful brown eyes, many interests, looking for someone nice to cuddle up on the sofa and share good wine with. Tel No: 0906 515 7112 Box No: 350695

BEAUTIFUL bubbly blue eyed long dark curly hair, green eyes, blonde, full of life looking for similar likes meals out, pubs, seeks male extrovert male to put some fun with SOH. Tel No: 0906 515 back in her life. Tel No: 0906 515 7112 Box No: 348857 112 Box No: 350725 15

CURVY blonde, big blue eyes, many interests WLTM genuine male to make her laugh and brighten up her day. Tel No:. 0906 515 7112 Box No: 350721 ☐

STUNNING slim green eyed SUE early 60's, black hair, brown blonde, fun to be with, likes nights eyes, seeks male, 59-63 for fun out, looking for that special some- and friendship. Tel No: 0906 515 one. Tel No: 0906 515 7112 Box No: 346929 No: 350691

CUTE female, full of fun and always likes to try new things, seeks spontaneous, manly male for fun and laughter, Tel No; 0906 515 7112 Box No: 349029

ATTRACTIVE fit brunette, good eyes seeks male for good convertun and down to earth, WLTM sation and companionship. Tel Ns. 1000 for the property of the proper how to enjoy life. Looks unimportant. Tel No: 0906 515 7112 Box No: 349007

things, seeks male with GSOH for

BLUE eyed, slim single mum, needs help, seeks genuine caring man who wants a challenge. Tel No: 0996 515 7112 Box No: 382030

YOUNG bubbly, bouncy, romantic female, sexy, cool, seeks male for fun, friendship, maybe more. Tel No: 0906 515 7112 Box No:

KAREN 51, smoker, many interests, seeks country loving guy, 35-blonde spiky hair, green eyes, 45 who is fun, loving and caring, lonely, romantic and in need of Tel No: 9906 515 7112 Box No: some male company. Age/looks uninformerant. Tel No: 0906 515 7112 Box No: 349927 €

LOVELY curvy brunette, adventur ous and feminine seeks intelligent male to share the fun side of life together. Tel No: 0906 515 7112 Box No: 349003

TINY blonde, blue eyes, lovely smile, romantic at heart, seeks ATTRACTIVE vivacious lady really nice many for romance, posseeks good looking male to share sible LTR. Looks unimportant. Tel travel, romantic nights out and lots No: 0906 515 7112 Box No: 05 TLC. Tel No: 0906 515 7112 348999

LORRAINE 5ft 8ins, slim, size 10,

STUNNING blonde, feels life is for seeks male for chats and a relax-living looking for her Mr Right, 45- ing glass of wine anytime. ACA, 55, who can make her feel special. status unimportant. City area. Tel Tel No: 9966 515 7112 Box No: No: 0996 515 7112 Box No: 390723 
342527

HAPPY go lucky blue eyed blonde, 38, just wants to make someone happy seeks similar kind male for a loving relationship. Tel No: 0906 515 7112 Box No: 347347 <sup>©</sup>

FEMALE 42, stunning blonde nurse looking to share a bottle of good wine, relax and whatever follows with a tall professional male. Looks unimportant. Tel No. 0906 515 7112 Box No: 347345

SHAZ fun and bubbly with auburn No: 349007 

hair seeks tall good looking guy for friendship, maybe more. Tel No: SINGLE mum, 39, likes most 0906 515 7112 Box No: 349899 

SINGLE mum, 39, likes most 0906 515 7112 Box No: 349899 

Hair seeks tall good looking guy for friendship, maybe more. Tel No: 349899 

Hair seeks tall good looking guy for friendship, maybe more. Tel No: 349899 

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Hair seeks tall good looking guy for friendship, maybe more. Tel No: 349899 

Hair seeks tall good looking guy for friendship gu

TITR, Tet No; 0906 515 7112 Box FUN loving, young at heart blonde, big blue eyes, looking for some fun, romance and TLC. Tet No; BI UE eyed slim single mum 0906 515 7112 Box No; 349897

VERY pretty blue eyed blonde, funny and warm seeks attractive down to earth, older male for fun, laughter and love. Tel No. 0906 515 7112 Box No: 349895

FAYE N/S, non drinker, lots of love to give, seeks special, genuine, honest male. Tel No: 0906 515 7112 Box No: 349309

MARGARET 69, 5ft 4ins, active, 37YR old blonde beauty, hour N/S, GSOH, likes keep fit, walks, glass figure, likes to look good for 7ins, dark hair/eyes, likes cinema, late 40's, meals out, nights in, holidays, seeks look glose likeminded gent, 65-70 for friendship, maybe more. Tel 7112 Box No: 347317 maybe more. Tel No: 0906 515 7112 Box No: No: 0349085 NATALIA attractive, brunette

CHATTY blonde fun to be around vill try anything once, looking for some serious fun with confident guy. Tel No: 0906 515 7112 Box 7112 Box No: 341125 No: 349033

auburn hair, sensitive and loving seeks someone nice to share lots of cuddles, TLC and more. Tel No: 0906 515 7112 Box No: 349031

GORGEOUS blue eyed brunette hurt in past and looking for some-one to mend a broken heart and put some lust back. Tel No; 0906 515 7112 Box No: 347123

for love and relationship. Tel No. 0906 515 7112 Box No: 381748

WARM caring woman, 59, too young to be old, likes pubs, meals out, walks, cinema, theatre, seeks kind, caring, reliable, solvent male for friendship/relationship. Tel No. 0906 515 7112 Box No: 344965

STRAIGHT female, 60-75 seeking male companionship, no complications for fun and socialising, gay man welcome. Tel No; 0906 515 7112 Box No: 341379 🗒



CHEEKY brunette, seeks much older male to have some fun with. Tel No: 0906 515 7112 Box No: 377306

DEBBIE 40, gorgeous cuddly red haired beauty, WLTM a beautiful romantic man to sweep her off her

CAROLE 52, long chestnut hair, attractive, 5ft 4ins, medium build, likes travel, animals, countryside, seeks Scottish male, under 57 with hair. Tel No: 0906 515 7112 Box

needed for lovely slim blonde in Hove, 5ft 7ins, 50 plus, no ties, needs nice, intelligent guy 50 plus, tall, no ties who wants to boogle and maybe more. Tel No: 0906 515 7112 Box No: 378984

**WARM** caring woman, 59, too young to be old, likes pubs, meals out, walks, cinema, theatre, seeks kind, caring, reliable, solvent male for friendship/relationship. Tel No: 0906 515 7112 Box No: 344965

NATALIA attractive, brunette, brown eyes, 40's, N/S, slim, fit, seeks special loving, much older vent male for love and relationship, guy with a passion for life to get Tel No: 0906 515 7112 Box No: 1349035 B

PROFESSIONAL attractive friendly, black British female, mid 40's, size 10-12 likes socialising, seeks sincer male of any nation ality for LTR. Tel No: 0906 515 laughter and more. Tel No; 0906 505 laughter and more. Tel No; 0906 516 laughter and more.

ATTRACTIVE young at heart professional, no ties seeks attractive male for mutual friendship. Status unimportant. Tel No: 0906 515 7112 Box No: 355886

KAREN 34, leggy brunette who CURVY blue eyed blonde who just knows there's more to life than just wants to have a good time with no complications WLTM likeminded all male for time off meets in guy. Looks unimportant. Tel No: 100no and fun. Tel No: 0906 515 0906 515 7112 Box No: 347127 7112 Box No: 342525

VIVACIOUS brown eyed brunette PATRICIA outgoing, confident, seeks tall, confident, tactile guy feminine, warm, friendly, smart, looking for romantic fun. Tel No: 9006 515 7112 Box No: 347125 9 similar male. Tel No: 0906 515 7112 Box No: 347215 9 similar male. Tel No: 0906 515 7112 Box No: 347215 9 similar male.

voLuptuous big hearted young brunette seeks hunky guy who likes body art to make life a bit for friendship, more interesting. ACA. Tel No: 0906 515 7112 Box No: 347165 Tel No: 0906 515 7112 Box No: 350545 No: 35054 No: 350545 No: 35054 
laughter and more. Tel No; 0906 the a tree to share wine, lots of laughter and more. Tel No; 0906 the a tree to the costs.

church, socialising, seeks
jeyed, petite single mum, witty, caring, enjoys life, seeks male, 42-50
with GSOH, kind heart and who
likes socialising. Tel No; 0906 515
7112 Box No: 348655

DOWN to earth female, 5ft 8ins, 42, seeks sincere, honest male. Portsmouth. Tel No: 0906 515 7112 Box No: 348557

HONEST caring, genuine female 44, GSOH, likes meals out, nights in, seeks similar male. Tel No: 0906 515 7112 Box No: 381844



WHITE English male, 57, N/S, broad shouldered, likes concerts, DO you fancy a real sexy man, nusic, cinema, seeks sensual, Duracell type to make your dreams intelligent female, 21-45. Tel No: come true. Me 55, you 48 plus. Tel 0906 515 7112 Box No: No: 0906 515 7112 Box No: 350583

COSTA 42, 5ft 11ins, slim, athletic, educated, graduated lawyer, seeks attractive lady, any age for fun, ed, lonely, seeks nice lady for fun

LADY 50 plus sought by slim, attractive professional male 45 for discreet relationship. relationship. London/Surrey Tel No: 0906 515 music, pubs, seeks female. Tel 7112 Box No: 350371

VOUTHFUL male, 49, 5ft 8ins, N/S, white, seeks sirm African Princess, 30-45 for fun and laughter maybe more. Tel No; 9096 515 7112 Box No: 350257

SINGLE male, 60, medium build, caring, GSOH, likes music, walks, places of interest, WLTM kindle, carting, mature, semiretted, N/S, easygoing, OHAC, GSOH, seeks similar petite lady. Tel No: 0906 515 7112 Box No: 350171

HONEST reliable, handsome, black male, 47, affectionate, seeks likes most things, meals out, cinemature, trendy, white female, 42-ma, walks, nights in, seeks nice 62 for going out, laughter and life. lady, 20-40 for good times. Tel No: 0906 515 7112 Box No: Eastbourne Tel No: 0906 515 7112 Box No: 382058

educated, graduate lawyer, seeks aftractive lady, any age for fun, ed, lonely, seeks nice lady for fun friendship, maybe more. Tel No. and friendship. Tel No. 0906 515 7112 Box No: 350243 7112 Box No: 350383

No: 0906 515 7112 Box No: ...... 350371

ALEX professional black male, 36, likes travel, meals out, museum, theatre, seeks kind lady, Tel No: 906 515 7112 Box No: 381886 | Horizontal States (State Stavel) (States St

515 7112 Box No: 382134 🖺



6FT 2ins male, dark hair, blue ANDY 42, romantic, loving, attraceyes, hardworking, professional, GSOH, likes sports, travel, seeks outgoing female. Tel No: 0906 515 7112 Box No: 349939

PAUL 44, 5ft 7ins, outgoing, caring, smoker, seeks slim, outgoing, fun girl, 30-45 for friendship, maybe more. Tel No: 0906 515 7112 Box No: 349313

female, 18-40 slim-medium build for fun and friendship. Tel No: 0906 515 7112 Box No: 349267

ACTOR 5ft 10ins, strong build, ilkes theatre, music, comedy, politics, seeks intelligent, attractive female, 30-45 with GSOH. Tel No: 0906 515 7112 Box No: 349871

MATURE attractive, fit male, seeks slim, petite, sexy Asian/Oriental/Latino lady for fun LTR. Tel No. 0906 515 7112 Box No: 349805

Tel PAUL 44, easygoing, seeks attractive, easygoing female of similar age. Tel No: 0906 515 7112 Box No: 381896



Tel No: 0906

NICK 28, builder, 6ft, shaved head, blue eyes, medium build, seeks female for fun and maybe more. Tel No; 0906 515 7112 Box No: 350015

al, GSOH, tactile, affectionate, ROSS 42, 5ft 10ins, green eyes, likes most things, seeks slim, brown hair, likes music, kind, car-affectionate female. Tel No: 9096 | 906 515 7112 Box No: 349819 | 906 515 7112 Box No: 349893 | 906 515 7112 Box No

TAFFY 47, young looks, nice personality, loyal, GSOH, pet lover, seeks female for text friendship, maybe more. Tel No. 0906 515 7112 Box No: 381962 EARLY 60's male, 5ft 8ins, blue eyes, GSOH, likes most things, seeks similar fun loving female, 55

CHARISMATIC creative, intelligent, handsome, quintessentially sexy male model/massage therapist 39, seeks stylish stunning, sensual lady. London. Tel No: 0906 515 7112 Box No: 381966

weekends away, seeks busty female, 32-55 with GSOH for LTR. TEI No: 0906 515 7112 Box No: 349281

PROFESSIONAL affluent execurrupressional affluent executive, 5ft 8ins, N/S, needs to correct kEN attractive, intelligent, young workfilfe balance, seeks lady, 35-50's, seeks nice, attractive, ener-45 to share quality time with. Tel No: 0906 515 7112 Box No: 348899

TALL loving Latino male, well built, slim, olive complexion, openmind-ed, likes music, sports, culture, pol-itics, theatre, reading, writing, seeks N/S, busty female for friend-ship, maybe more. Tel No: 0906 515 7112 Box No: 340165

SUSSEX male, 45, trusting, presentable, seeks female, 40-50 faithful and believes that romance is not dead. Tel No. 0906 515 7112 Box No: 381884

SOLVENT male, 45, 5ft 10ins, dark hair, fit, sporty, seeks tall, curvy female, 35-45. Tel No: 0906 515 7112 Box No: 381870

SLIM good looking male, naturist, likes conversation, wine, sunshine, seeks female with similar interests. Tel No: 0906 515 7112 Box No: 381840

WIDOWER 68, 6ft tall, grey hair, N/S, likes sport, music, theatre, seeks attractive N/S female, 60-66 for LTR. Eastbourne. Tel No: 0906 515 7112 Box No: 323687

PAUL 48, slim, 6ft, seeks caring same in local area for LTR. Tel No: female. Tel No: 0906 515 7112 Box No: 348705

HUMANTIC good looking male, guy 29, seeks older solvent gent, early 50's, many interests, seeks 65 plus for friendship/relationship, tall, black lady for friendship. Tel No: 0906 515 7112 Box No: 0348543

JEFFERY 52, white, 6ft 2ins, medi-JEFFENT 32, White, bit Zins, medi-um build, likes meals out, cinema, holidays, seeks single, genuine black female for 1-2-1 relationship. Tel No: 0906 515 7112 Box No: 348663

JOHN JOHN
5ft 2ins,
medium build,
56, likes ceroc
dancing, walks, meals
out, down to earth, seeks
slim-medium build female, 45
plus for LTR. Tel No: 0906 515
7112 Box No: 349119

EARLY 60's male, 5ft 8ins, blue eyes, GSOH, likes most things, seeks similar fun loving female, 55 funny male, 30, black British plus for good times, maybe more. African, seeks beautiful female Tel No: 0906 515 7112 Box No: with GSOH to share relationship and fun. Tel No: 0906 515 7112 Box No: 381898 9

entially ATTRACTIVE blond blue eyed male, 47, HIV positive, extremely genuine, sincere, GSOH, OHAC, seeks warm, sincere seeks warm, sincere, Oriental/black/Asian female. Tel No: 0906 515 7112 Box No:

DAVID successful, tall, good look-ing Daniel Craig look-alike, seeks fascinating fun girl, any nationality for well, lets see. Tel No; 9906 515 7112 Box No: 347827

# Gay Seeking

TALL non scene guy mid 20's seeks older gent, 65 plus for friendship/relationship. Tel No: 0906 515 7112 Box No: 348543

good shape, seeks bi male for fun and friendship. Tel No: 0906 515 7112 Box No: 337763

VIC 70, fit, healthy, own home, seeks CD male for fun and friendship, maybe more. Tel No: 0906 515 7112 Box No: 338903

40's, likes wine, travel, seeks similar guy to see what happens. Tel No: 0906 515 7112 Box No: 381120

TALL blond muscular non scene

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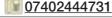
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**DELIGHT:** Lee Shearer led from the back for Hythe

#### CRICKET

# Kent not in such a bad way after all

THE FUTURE for Kent next season might not look as gloomy as first feared after it emerged the club could be in a position to make an addition to the playing squad.

Concerns about fielding a 15-man team with finances dictating that there would be no room in the budget for any new faces, or an overseas star, might not be the case now as the green shoots of recovery begin to show at St Lawrence.

Much of this renewed sense of optimism looks to have come from the start of the £8.2 million redevelopment project, and while it would be foolish to think at this early stage it would help bring in a host of new players, there already appears to be some tangible benefits.



**OPTIMISTIC:** Kent head coach Paul Farbrace

Head coach Paul Farbrace explained that the "landscape has changed" at Kent and that bringing in a player or two next season might not be out of the question.

"Maybe the position of the club, in terms of numbers of the squad, might not be as we thought at the end of the season," he said. "Perhaps 14 or 15 on the staff is not going to be the case. We are perhaps not in as bad a position as everyone first thought.

"If we can add a bowler, whether that be an overseas or a domestic, that would certainly strengthen our squad and I feel we would be in a good position. No one is saying we can definitely have this or that, but the situation is certainly more favourable

Follow all the action at the weekend with **Kent Football Live** We bring you all the goals as they go in with our live match updates from every game involving Kent sides. All you have to do is log onto www.kentsport.co.uk from 2pm onwards and watch the action unfold.



# Hythe history makers book place in FA Cup first round

#### **FOOTBALL**

#### **Hythe Town 2 Staines 0**

A BUMPER crowd flocked to Reachfields on Saturday to see Hythe Town deservedly book their place in the FA Cup first

More than 800 turned out to see goals from Gary Mickelborough and Dave Cook claim the scalp of Conference South side Staines Town in an absorbing clash. It is first time in the club's history they have reached the hallowed stage and were rewarded with a trip to League Two side Hereford United in Sunday's draw.

Paul Markland, club chairman, said: "It's a once in a lifetime experience, everyone has their 15 minutes in the limelight and this is ours. It has put us on the map and associated the club with successful names, watching the draw on Sunday there was Brighton, Charlton, Southampton and Hythe – how fantastic.
"Financially it's made sure of this year's

budget and means we can do things we can't normally afford to do like buy a new white liner and renovate the bar.

Hythe opened the scoring nine minutes before the break when Mickelborough squeezed between a defender and goal-keeper Louis Wells to poke the ball into an empty net.

Staines regrouped after the break and pushed forward in search of an equaliser, but the Hythe defence, led superbly by Lee Shearer, held firm.

Cook hit the crossbar from 30 yards but his frustration was short-lived as the Town skipper headed home Mickelborough's cross on 81 minutes.

The only sour note was a second booking for Lee Winfield, deep into injury time, but Hythe hung on to spark jubilant scenes



**CUP FIRST:** Hythe Town players celebrate making it into the FA Cup first round proper for the first time in the club's history

# Meeting with Kent FA to thrash out Town's future

But they remain as manager and assistant in-

Warren, a former chairman and trustee of the

waiting until such time as the club is affiliated.

club, was meeting with Masters this week in the

hope the KCFA will look favourably on their

He said: "We're doing everything slowly and

"The KCFA have been incredibly supportive

and hopefully we can move on a step further if

Guidelines

quietly. Nothing is being taken for granted.

application and grant affiliation.

they agree to us becoming affiliated.

#### **FOOTBALL**

BY TONY HUDD

THE future of Ashford Town should become clearer this week after chairman Ernie Warren meets with Kent County FA (KCFA) chief executive Keith Masters to resolve issues surrounding affiliation.

The club, who are attempting to re-emerge under the banner of Ashford Town Kent after the trauma of administration and expulsion from the Ryman League, need to be affiliated to the KCFA before taking the first faltering steps towards bringing football back to Homelands.

Former Town favourite and local speedway rider Tony Reynolds has been appointed manager with another ex-player, Paul

Chambers, as his assistant.

has been extremely positive and we're grateful for the encouragement we've received.

"On some message boards, we've been accused of lacking ambition but that is not the truth. We are simply adhering to the guidelines and have been compliant with everything the football authorities have asked of us.

"By and large the response we've received from local supporters, and, indeed Kent football,

"But I cannot stress enough that getting

affiliated is the key to everything and getting football back at Ashford."

Warren said he was carefully monitoring developments which has seen the Step 5 Kent League granted permission by the FA National Leagues Committee to form a Step 6 division. That would bridge the existing gap between Step 5 and Step 7, the Kent County League.

He said: "Let's just say that we're studying developments because there is no Step 6 in Kent at present. Maybe we'll know a lot more by the end of the month."

Asked why he had taken over probably the least envious chairmanship in the county, Warren said: "Because I'm mad. I was Ashford chairman when the club reached the FA Cup first round proper in successive seasons. We held Fulham and lost the replay at Craven

"The following season we drew Watford. They were the good times. Now all the people who are giving of their time to resurrect this club, are convinced that those good times can return.'

# Ashford close in on top spot after heavy win

#### BY **Yourashford Reporter**

#### **New Ash Green 0 Ashford 33**

ASHFORD moved to within three points of top spot in Kent 1 after a thoroughly comprehensive victory at struggling New Ash Green.

After an even first ten minutes in which the two sides seemed to be testing each other out, it was the visitors that got the first points on the scoreboard.

After as many as seven phases of play, Dan Brown received the ball off the back of the ruck to claim his side's first try of the afternoon, which was converted by the reliable JJ Murray.

The home side hit back immediately and were camped in the Ashford 22 for the next ten minutes in an attempt to respond to the opening try, but they failed to find their way past a resolute defence.

The game was then brought to an abrupt halt when a New Ash Green player was knocked unconscious after a Pete Walsh tackle

The two teams had to continue the game on the home side's second-team pitch as the physio staff awaited an ambulance.

When play finally did get under way, Ashford took control with another Brown try that was converted by Murray. The visitors were now in full control, with the forwards dominating up front and the backs executing their plans well as they took their 14-0 lead into half-time.

The visitors picked up where they left off in the second-half, with Joe Lakin embarking on a run that took him to the try line for Ashford's third score of the game. Murray again made no mistake with the conversion to give the away side a 21-0 lead.

Next on the scoresheet was Liam Murray, who finished off a move that had seen the ball pass through five sets of hands, and again the conversion was

The final try came from a wellworked move which Lakin completed after receiving the ball and storming over to score under the posts.

Still with 12 minutes left, the game was brought to a premature end when, after a New Ash Green player suffered a serious knee injury, the two captains shook on a result with the home side having used all their substitutes.

Ashford take on HSBC at Kinney's Field on Saturday, kick-off is at 3pm.



TRY: Ashford had a field day at New Ash Green, running in five tries



IN FORM: (I-r) Ryan Smith was on the scoresheet for the first-team, while Lee Milton hit a hat-trick for the reserves in a big win

# Green ease into next round of cup

#### **FOOTBALL**

BROMLEY Green cantered into the next round of the Les Leckie Cup after a routine 3-0 win against Kent County League Division Two

After losing in the final last time round, the Green camp aim to go one better this time and reward their loyal fan base by going a step further.

Taking the initiative from the start, the Green saw Dan Cornell's effort cleared off the line, while Rocky Hayles and Adam Mercer missed gilt-edged chances. At the other end Craig Smith needed to pull off a great stop in the 35th-minute and halftime arrived goalless. On the hour, Cornell was brought down in the box as the seasiders struggled to cope fitness-wise and Buster Beaney slotted

home. Ten minutes later Ryan Smith doubled the lead from a corner and a third followed after 80 minutes when defender Matt Hadlum added number three from a Marc Collins free-kick.

Elsewhere, Bromley Green reserves thumped their Platt United counterparts 6-0, with Lee Milton netting a hat-trick.

Early chances went begging before top-scorer Kenny Hallett scored from close range after 26 minutes. Milton rammed in with his left foot from 20 yards and Tom Welham made it three at half-time.

Another left-footer from Milton and a strike from the edge of the box from Welham really settled it beyond all doubt.

Often frustrated by the linesman's flag, the Green eventually beat it for their sixth and final goal when the influential Kevan Strand put Milton through to complete his hat trick.

#### **ATHLETICS**

### **U15s runners-up in** cross-country event

ASHFORD Athletic Club's under-15 boys maintained their challenge in the Kent Cross Country League at Somerhill School again finishing second to host club Tonbridge.

Jack Goss led the chase, taking fourth in 16:32, but was well supported by Tim Forsyth, seventh in 17:08, and Declan O'Driscoll 16th in 18:11.

Ashford under-17 men finished fifth after good runs by Aaron Kellow (27th in 22:15), Neil Daughters (28th with 22:16) and Darrel Rand (31st in 22:55).

Sam Beckett was fourth in the under-20  $\,$ women in 23:22 and Amelia Jones minth in the under-17 women with 20:18. Romney Marsh's Kelsey Howard, running for Tonbridge, was fifth with 19:38.

In the under-13 girls, Ashford's Truly Capell was 35th with 16:34 and Hester Hill had a fine run with 15th in the under-15s with 15:14.

In the senior women, the leading Ashford runner was team boss Janine Brown in 16th with 23:51 while Rebecca Weller came home 58th in 29:41.

Folkestone Running Club women finish a fine fourth again, led by Helen Wheeler who came in ninth in 22:42 and supported by Kylie Hassel 13th with 23:30, Lauren Fawke 26th in 24:42, Tina Eke 52nd with 28:36, Kath O'Connor 59th in 29:46 and Kim Gardiner 63rd with 31:35.

Ashford men's team were fifth with a top-20 finish by Tony Forsyth with 37:29, backed by Kevin Williams' 51st in 40:12 and Pete Walsh 60th in 41:20, with Ian King 104th in 45:47.

Folkestone RC men were 15th, led by David Weekes 46th in 40 minutes, with Clive Allon 113th in 47:28, Craig Hoveman 121st in 49:01 and Grahame Eke 130th with 50:41.

Ashford and District were also in action with Robin Butler 82nd from 43:11 with Jason Windle 107th in 46:23 and Eddie Rodger 117th in 48:11.

#### **LEAGUE TABLE**

(Not including midweek games)

#### KENT COUNTY DIVISION ONE EAST

1 Otford Utd	6	3	3	0	12
2 APM	5	3	2	0	11
3 Bredhurst Juniors	5	3	2	0	11
4 Sheerness East	5	3	1	1	10
5 Staplehurst & Mon	6	2	2	2	8
6 Milton & Fulston	8	2	2	4	8
7 New Romney	5	2	1	2	7
8 Sheppey United	4	2	1	1	7
9 Bromley Green	3	1	1	1	4
10 Lark'd & N Hythe	5	0	2	3	2
11 Kennington	4	0	1	3	1
12 Premier	2	0	0	2	0
13 University of Kent	2	0	0	2	0
,					

FIXTURES (Saturday): Kent County League **Division One East:** Bromley Green v New Romney





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# ial B2B exhibition





SHOW PIECE: Business Week Live promises to be a great networking event.

from the public sector, despite the fact that Chancellor George Osborne announced big cuts in that arena only last week.

Archant KOS Media commercial director Christine Davidson said BWL would appeal across all business sectors, from owners, entrepreneurs and managers of small and medium enterprises to large private and public organisations and agencies.

"BWL offers true value to attendees at a crucial time in their planning process, post-CSR and prior to the crunch year of 2011," she said. "Every senior manager and every business owner needs to know where the opportunities will be."

She also spoke of the innovative zoning at the show which will enable those on tight timetables to head for the business sectors they needed to target.

And she highlighted the workshops providing hands on advice and information and the fresh approach of the Kent Business School clinics being offered for free at the show; companies can book a 30-minute slot with a team comprising MBA students, alumni and academics.

"No hard-pressed firm can really pass up on the chance of brainstorming with such experts when just one good tip could save their company," said Christine.

Exhibiting companies leading the line up at BWL include BT, East Malling.

Conference Centre, IPS international, KCC Low Carbon Futures, Kent FA, Kent Science Park, Manston Airport, Medway Safety, NatWest, University of Greenwich, Village Hotels, The Kent Foundation, Circatron and Comcheck.

### **SPEAKERS' CORNER**



#### SMART marketing and funding can turn a good idea into a profitable business, says an industry expert.

Phil Beavan, portfolio director for the Innovation and Growth Team, said too much focus is often put on a product without enough thought about how to bring in investment.

The straight-talking business guru will address Business Week Live delegates on 'Investment ready — how to catch your dragon'.

"You have to make sure the product is financially ready, that there will be high growth and a good exit route," he said.

"People have to make sure they are investment ready. There have been real horror stories where people have got a great product, but spend so much time focusing on that that they get nowhere and have lost a lot of money."

Mr Beavan said since he started with the Government-funded Kent and Medway Innovation and Growth Team in March, he has raised just over £500,000 in investment for businesses.



#### BUZZ words are out and straighttalking in says motivational speaker Neil Annis.

The Kent-based business expert will let Business Week Live delegates in on 'The Secret of being an Inspirational Manager'.

"I'm going to talk to people about how to get the

best from themselves and how to adapt as a manager to keep staff motivated," he said.

"This is not about buzz words and hype — I really don't like that — this is about tips and advice that can be easily translated in any organisation.

"People need to be able to implement knowledge, skills and ideas into the workplace to run a successful business."



#### FACEBOOK, Twitter and other social networking websites have levelled the playing field between large and small businesses, says digital marketing specialist Jonnie Jensen.

Mr Jensen's Tmandi firm works with other companies to help them improve their internet

search ranking and teach them how to make the best use of modern technology - a must in business today he says.

He will talk about 'The Digital Revolution' at Business Week Live: "The digital revolution has enabled businesses of all sizes to compete against one another. In the earlier days of the internet it was all about who had the most money to spend. A classic example would be companies from the insurance sector buying the most expensive keywords so customers would always come to their sites first on search engines like Google.

"But now the use of social media like blogs and forums has brought us right back to what was the original measure of a successful business, and that was representation. "I'm keen to point out to small and medium-sized firms that there's never been a better opportunity for them to succeed. All it really takes is a creative mind and a commitment to reach the top."

#### **Workshops**



Presents

#### od Business?"

ctive seminar exploring the within business.

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for organisations that encourage place

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#### **Opening the door to Europe**



Speak to the experts at Medway Council (Stand 73) - lead partners on the TEN project. TEN is a three-year project with the aim of promoting and encouraging entrepreneurs and businesses to develop new cross-border commercial initiatives. This is an excellent opportunity for Medway's small businesses to establish new markets in northern France and Belgium to help them grow further

The other partners are Canterbury City Council, POM West Flanders Development Agency, Boulogne Chamber of Commerce, Boulogne Development Cote d' Opale and the Regional association of Business Incubators (Les Ruches du Nord).

The funding enables businesses to install new software, develop multi-lingual web pages, attend overseas study tours and visits and to exhibit at business events in France and Belgium. This will help to build business partnerships and new commercial relationships with companies on the other side of the Channel.

#### **Exhibitor List**

Adept-IT Ltd **ADM Computing** All Health Matters Ltd Archant KOS Media Asbestos First Belmont Insurance BIG

Brachers

Bradbourne House

**BT Local Business** 

Buckmore Park Karting Ltd **Business Computer Solutions** 

Business Flow UK

**Business Link SE** 

**Business Week** 

**Channel Chamber of Commerce** 

Charity Bank

Chart Hills Golf Club

Circatron

Clean Tech

Comcheck Systems Ltd

Complete Ice Control

Core Financial Services

Credo IT & CRB Checks

Dickens World

East Malling Conference Centre

**Ecotricity** 

Federation of Small Business

**Future Creative** 

GCL Ltd

**GradsKent Project** 

**HMRC** 

IMM-UK

Innovation & Growth

Intellectual Property Office

IPS International

**Judd Associates** 

KCC (South East Business Carbon Hub)

Kent Business School

**Kent Cleaning Solutions** 

Kent F.A.

Kent Invicta Chamber of Commerce

**Kent Office Solutions** 

Kent Science Park

Kinnarps

KPS Business Solutions

Leaf Hotels

Lloyds TSB

London Golf Club

M J Allen

Managed Service Centre

Manston Airport

McCabe Ford Williams

**Medway Fibreglass** 

Medway Safety Ltd Mid Kent College

NatWest

Netsite

Oxigen Electric Cargo Scooters

Pagesuite

Peek Consultancy

**Platinum Property Services** 

**Principal Corporation-Business Solutions** 

Print Bia

Pxl Pig Studios

So Magazine

Sustainable Marketing

Swale Skills Centre

**Thanet & Dover Chambers** The Kent Foundation

The Partnership

Transmarche Enterprise Network

Trax UK Ltd

University of Greenwich

Village Hotels

**Warners Solicitors** 

WCAFI

Whitehead Monckton Wildthing Wildlife Consultants **Endorsements** 



"The FSB is delighted to support this event as part of an ongoing commitment to the importance of and values of Kent small business. In a challenging environment we should all take every opportunity to get out amongst our potential supply chain and sales prospects looking to build

collaboration and find new ways of working together." Roger House BA(Hons) MiOEE FRSA, Federation of Small Business

"Supporting Business Week live is the fantastic opportunity for us as a business support organisation to showcase the wide range of quality services, support and guidance that is available to businesses around the county!" Sezen Zeki, Chamber Manager, Channel Chamber Of Commerce

"An excellent opportunity to showcase the best businesses and ideas in Kent to the most proactive business people in Kent. BCS are proud to be a key partner." Gareth Johns, Director, Business Computer

"Warners are always happy to do what we can to make business in our region better, we hope everyone involved will benefit from exhibiting and visiting." Fergus Ross, Business Development Director, **Warners Solicitors** 

"The launch of Business Week earlier this year along with its online coverage, brought a welcome boost to the hard-pressed business community, so the Chamber and its members are delighted to learn of this well-timed follow-up.

It looks like a great and much-needed opportunity for people to do business, swap ideas and advice or even team up.



With initiatives like this and back-up from organisations like ours, Kent firms should emerge from recession stronger and better than they ever were during those illusionary 'good times' of the early Noughties." Jo James, Chief Executive of Kent Invicta Chamber of Commerce

#### **Focus on exhibitors**

#### M ALLEN

The MJ Allen Group (stand No. 25) is a family owned business based in the South East of England with 2009 sales of around £25m. Group Companies include expertise in patterns, casting and machining (MJ Allen), punch tooling and dies (Rydal), metrology (Verdict), sheet metal working machinery (Airworks, RMT, Gabro), architectural, restoration and conservation metalworking (Mather and Smith), after-market automotive clutch and brake (National Autoparts) and automotive transmission systems design (Countytrac).

The Foundries Division produce low and medium volume, high quality, complex core assembly sand castings in aluminium (to 1 tonne), Grey iron (to 2 tonnes), SG iron (500kg) and copper alloys (120kg). The recent expansion of our aluminium gravity die casting (to 50kg) facility has now given us a medium to high volume capability. Coupled with this our fully equipped CNC and conventional machine shop, MJ Allen-ENC, with assembly and finishing on site, enables our customers to place a single order for a finished components of almost any size and volume.

The Foundries and Machining Divisions are BS:EN:ISO:9001:2000 approved.

Gary Ealham, www.mjallen.co.uk



MidKent College (stand No. 23) is one of Kent's largest further education and training providers, offering an extensive range of learning and training services from campuses right in the heart of the Medway and Maidstone areas. Whether you want to train for work, gain an academic qualification or learn new skills, MidKent College has hundreds of courses at a level to suit you.

Jacqui Brown, Business Development Manager, www.midkent.ac.uk



#### **Principal Corporation**

(stand No. 57) is an established name in the IT, office systems

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Village Hotel (stand No. 80) is a 122 bedroom hotel conveniently located on junction 6 on the M20.

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Our Conference & Events rooms can seat 2-200 guests whether it be for a wedding, conference or dinner dance with extensive menus and packages that can be built around all requirements. Our new Fixed Pricing ensures that companies looking to book training and meeting rooms can find a package that suits their budgets depending on the day of the week.

Nicola Meredith, www.village-hotels.com



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